A1315-2

AMERICAN COUNCIL FOR THE ARTS
1285 Avenue of the Americas Floor 3 New York, NY 10019

Edited and Compiled by Amy Segal

Copyright 1991 American Council for the Arts

Additional copies may be obtained from:

ACA Books
1285 Avenue of the Americas
Floor 3
New York, NY 10019
(212) 245-4510

ISBN: 1-879903-00-8

CONTENTS

LIST OF FIGURES

LIST OF EXHIBITS

SECTION I: INTRODUCTION
Sources of Funding 1
1988/1989 UAF Campaigns: Comparative Data 2
Workplace Giving Programs: Five-Year History 2
Geographic Distribution of United Arts Funds 3

SECTION II: AN OVERVIEW OF UNITED ARTS FUNDS
Types of Campaigns 4
Policies and Procedures 4
Administration 5

SECTION III: CAMPAIGN ANALYSIS
Per Capita Giving 6
Comparison to United Way Campaign 6
Comparison to the 1988 Campaign 7
Achieving the 1989 Campaign Goal 7
Analysis of Sources of Campaign Funds 8

SECTION IV: USES OF FUNDS
Analysis of Allocations 11

EXHIBITS
Exhibit A: Comparative Data 15
Exhibit B: Policies and Procedures 19
Exhibit C: Fundraising 27
Exhibit D: Allocations 37
Exhibit E: UAF Directory 49

LIST OF FIGURES

Fig.	Description	Page
1	Sources of Funding: 1990 UAF Campaign	1
2	1989/1990 UAF Campaigns: Comparative Data	2
3	Workplace Giving Programs: Five-Year Analysis	2
4	Geographic Distribution of United Arts Funds	3
5	Types of Campaigns	4
6	UAF Campaign Schedules	4
7	Procedures Used to Distribute Funds	5
8	Summary of Activities in Addition to Fundraising	5
9	Top Ten UAFs in Total Dollars Raised	6
10	Top Ten UAFs in Campaign Area Per Capita Giving	6
11	Top Ten UAFs in Percentage Raised vs. United Way	7
12	Top Ten UAFs in Percentage Increase from 1989 Campaign	7
13	Success of 1990 Drives	7
14	Top Ten UAFs in % of Goal Raised	8
15	Analysis of Contribution Sources	8
16	Top Ten UAFs in Tot. Dollars Raised from Business	9
17	Top Ten UAFs in Dollars Raised from Individuals	9
18	Mean Average UAF Gift Size for Professional Giving	9
19	Top Ten UAFs in Dollars from Workplace Giving	10
20	Top Ten UAFs in Dollars Raised from Pvt. Fndns.	10
21	Summary of Uses of Funds	11
22	Summary of Allocations of Funds	11

LIST OF EXHIBITS

EXHIBIT A: Comparative Data

A-1	A Ten-Year History of United Arts Funds	17
A-2	Comparative Summary: United Way & Prior Year	18

EXHIBIT B: Policies and Procedures

B-1	General UAF Information	21
B-2	Analysis of Activities in Addition to Fundraising	22
B-3	UAF Personnel	23
B-4	Door-to-Door, Telemarketing, and Direct Mail	24
B-5	Reserve, Endowment, and Donor Designation	25

EXHIBIT C: Fundraising

C-1	Campaign Performance Summary	29
C-2	Summary of Campaign Sources of Funds	30
C-3	Analysis of Corporate and Corporate Matching Gifts	31
C-4	Analysis of Private Foundations and Individuals	32
C-5	Analysis of Workplace Giving Programs and CFC	33
C-6	Analysis of Professional Giving	34
C-7	Analysis of Government Support	36

EXHIBIT D: Allocations

D-1	Analysis of How Money Was Spent	39
D-2	Allocations Summary	40
D-3	Allocations to Symphony and Opera	42
D-4	Allocations to Dance and Theater	43
D-5	Allocations to Museums and Arts Centers	44
D-6	Allocations to Arts Councils and Festivals	45
D-7	Allocations to Misc. Visual Arts and Misc. Music Groups	46
D-8	Allocations to Misc. Cultural Groups and Arts Education	47
D-9	UAF Campaign and Organizational Expenses	48

EXHIBIT E: United Arts Fund Directory 49

SECTION I: INTRODUCTION

1990 was a record year for united arts funds (UAF) throughout the country. Sixty-three organizations that participated in the survey raised over $83.9 million for more than 1,000 arts and cultural groups. This marked a $7.9 million (or 10.4%) increase over the $76.0 million raised through united arts fundraising in 1989.

United arts funds are federated campaigns that raise money for the operating support of at least three separate arts organizations. Sources of support include corporations (50.4%), individuals (32.7%), government (7.5%), private foundations (5.8%), special events (2.3%), and corporate matching gifts (1.3%) (See Fig. 1).

While both fundraising techniques and allocation formulas vary from campaign to campaign, the underlying purpose of united arts fundraising is to raise more money for the arts with greater efficiency and at less cost than would otherwise be possible.

The success of united arts fundraising this year can be best illustrated by comparison to results from the previous year. In 1990, corporate giving to UAF campaigns showed a 4.4% increase over 1989. Though private foundation giving decreased in total dollars raised, this decrease is due to the $200,000 difference reported by the Music Center of L.A. If the Music Center's decrease is removed from the overall total, private foundation giving

FIGURE 1

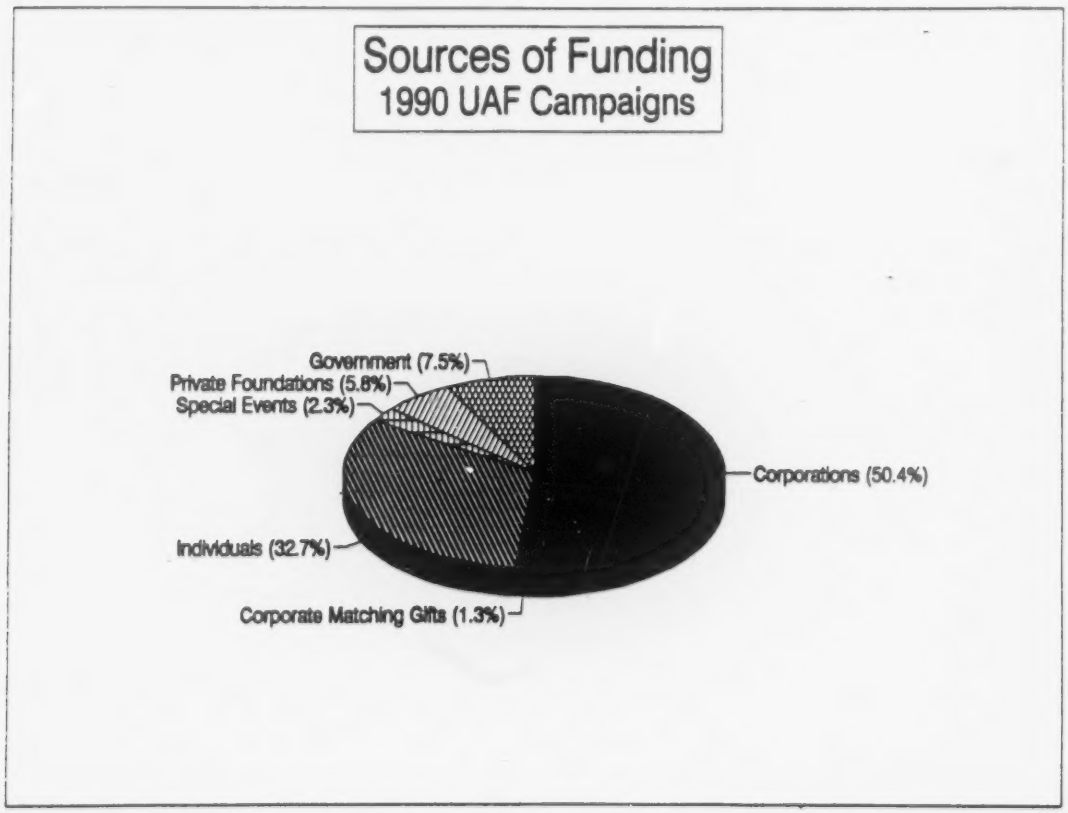
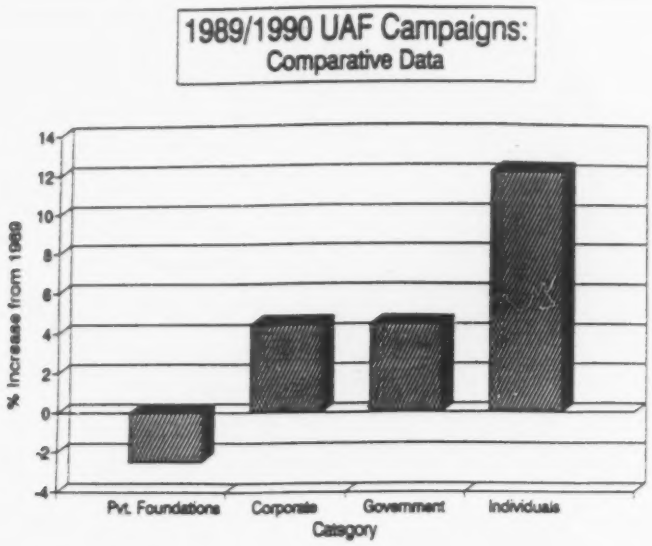


FIGURE 2



increased by 4% (See Fig. 2).

Individual donations rose a healthy 12.1%, due in part to the increased efforts in the areas of direct mail, telemarketing, and workplace giving programs. In 1990, thirty united arts funds conducted workplace giving programs for the arts and raised over $8.4 million from individuals at their place of work (See Fig. 3). These dollars from individuals are especially significant since they broaden the base of support and have a direct effect on audience development.

The UAF field has seen tremendous growth over the years. Since the first united arts fund was created in 1949, these organizations have grown in number at an accelerated pace, particularly since 1965 when 12 organizations raised a combined $2.52 million for the arts. By 1975, the number of united arts funds had grown to 31 and they raised $14.39 million; and by 1980 there were 48 UAFs that raised $25.74 million. In 1990, 63 UAFs were known to be in operation, and they reported raising over $83.9 million.

United arts funds vary widely in size and scope, ranging from annual campaigns of $44,000 in Rowan County, NC to the $15.3 million raised by the Music Center of Los Angeles County. They operate in communities as small as St. Joseph, MO (100,000) and as large as New York City (See Fig. 4). Each united arts fund is tailored to

FIGURE 3

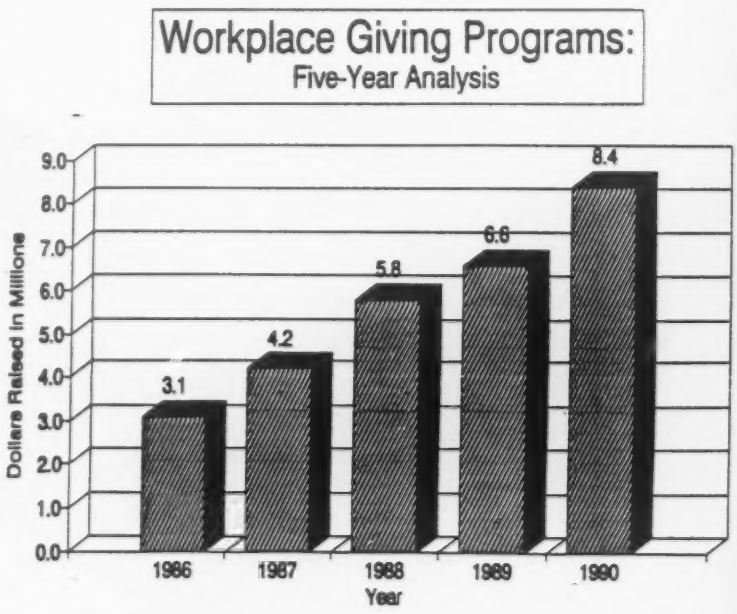


FIGURE 4 Geographic Distribution of United Arts Funds

meet the unique needs and characteristics of the cultural groups it represents and the donor communities it solicits.

Historically, the beneficiary organizations of united arts funds have been in some way restricted from individually approaching the donors to the combined campaign. Indeed, the restrictions of many united arts funds in past years were such that fundraising for the arts in a community rested almost solely in the domain of the UAF. However, as the support base for the arts has diversified, new policies have evolved. Today, "outside fundraising" policies are increasingly flexible in cities where UAFs no longer constitute the sole or even primary funding source for the member organizations.

United arts funds can provide a central source of statistics and advocacy for all of the arts, thus enabling them to compete more effectively for funding against the aggressive efforts of social, health, and educational institutions. This is becoming increasingly important as donors shift their funding priorities to meet all of the needs of their communities.

Although Orlando has been included in the rankings throughout the report, it must be noted that Orlando is the only UAF that raises 100% of all contributed income to its member organizations.

Now in its third year, The National Coalition of United Arts Funds continues to foster and promote federated fundraising for the arts by increasing awareness of united arts fundraising, sponsoring the annual united arts fundraising conference, providing communications about ideas and concepts in the field, supporting the career development of UAF professionals, and encouraging the involvement of volunteers and donors in united arts fundraising. More detailed information may be obtained from the American Council for the Arts.

The following report analyzes in detail the data received from 50 of the 63 united arts funds that conducted campaigns in 1990.

SECTION II: AN OVERVIEW OF UNITED ARTS FUNDS

Each united arts fund is uniquely structured to serve the needs of its community. The following is an overview of the various campaigns, policies, procedures and administrative characteristics of 50 UAFs.

TYPES OF CAMPAIGNS

Figure 5 summarizes the various types of donor groups solicited by UAFs. Of the 50 UAFs that provided information in this area, all included corporate and business gifts in their 1990 campaigns, 8 solicited only corporations, and 30 solicited individuals at their work place, up from 26 in 1989 and 20 in 1988. Payroll deduction programs were used to raise money for the arts in 21 communities.

Private foundations were solicited by 33 UAFs (67%), while government appeals were included in the campaigns of 12 (24%) UAFs. Finally, 11 UAFs (22%) conducted one or more special events to raise money for their campaigns. Exhibit C-2 provides more detailed information.

POLICIES AND PROCEDURES

1. Campaign Lengths and Schedules. The length of UAF campaigns ranges from several weeks to twelve months. The campaign length in 1989 most favored by UAFs, as indicated in Figure 6, was 5-8 weeks, the choice of 18 UAFs (33%). The next most frequently cited were 9-13 weeks (16 UAFs) and 48-52 weeks (8). Overall, a relatively brief campaign length was the preference of nearly two-thirds of the UAFs, with over half employing a campaign in the one-to-four month range. Exhibit B-3 provides a more detailed analysis.

FIGURE 5
Types of Campaigns

Types of Campaigns	No. UAFs
BUSINESS	
Corporate Only	8
Workplace Solicitation	30
Payroll Deduction	21
GOVERNMENT	
Included in Campaign	12
PRIVATE FOUNDATIONS	33
SPECIAL EVENTS	11

Base: 50
Source: Exhibit C-2

FIGURE 6
UAF Campaign Schedules

Length (in weeks)	No. UAFs
1. 4 weeks or less	2
2. 5-8 weeks	18
3. 9-13	16
4. 14-17	2
5. 18-21	4
6. 22-26	-
7. 27-30	-
8. 31-34	-
9. 35-39	3
10. 40-43	1
11. 44-47	-
12. 48-52	8

Source: Exhibit B-1

2. Procedures Used to Distribute Funds. As evidenced in Figure 7, the predominant method (of 47 funds) for deciding allocation was review by the UAF board or board committee. Other methods included outside panel review and predetermined formula. See Exhibit B-4 for an analysis of individual drives.

3. Solicitation Activities of UAF Beneficiaries. While the concept of united arts fundraising is to restrict widespread solicitation by individual organizations, almost all UAFs permit some fund raising by their member arts groups. These policies vary widely, but two general observations can be made: (1) fund raising activities by beneficiary groups are prohibited or severely limited during the public portion of a UAF campaign; and (2) the most typical restriction is to prohibit solicitation of operating support from corporations which contribute to the UAF campaign. The trend in this area in recent years is to adopt increasingly flexible policies. A summary statement for each united arts fund can be obtained from the American Council for the Arts or from individual funds.

4. United Arts Fund Activities Other Than Fund Raising. Nearly all united arts funds are engaged in activities besides fund raising (See Exhibit B-2). As shown in Figure 8, the most common of these are arts advocacy activities (43 UAFs), followed by running an arts council (40) and administering arts and arts education programs (30).

ADMINISTRATION

Exhibit B-3 provides a complete analysis of the staffing for 44 of the 63 united arts funds. On average, a united arts fund employs 6.0 persons, the same as in 1988. Average full-time staff remained at 4.0 persons in 1990. The average number of part-time staff registered was 2.0.

FIGURE 7
Procedure Used to Distribute Funds

Activity	No. UAFs
Rev'w by UAF Bd. or Bd. Com.	47
Rev'w by Indep. Com.	7
Rev'w by UAF Staff	-

Source: Exhibit B-1

FIGURE 8
Summary of Activities in Addition to Fundraising

Activity	No. UAFs
Arts Advocacy	43
Arts Council	40
Produce Arts Programs	30
Produce Arts Ed. Progs.	30
Manage Arts Facility	18

Source: Exhibit B-2

SECTION III: CAMPAIGN ANALYSIS

Sixty-three united arts funds reported raising over $83.9 million in 1990, up from the $76.0 million reported by 61 UAFs in 1990. Twenty-three campaigns topped the $1 million mark, led by The Music Center of Los Angeles County, which raised $15.3 million. The top ten UAFs for 1990 in total dollars raised is shown in Figure 9.

PER CAPITA GIVING

Thirty-five united arts funds had per capita giving--within their campaign area--exceeding $1.00, up slightly from 32 in 1989. Twenty-two united arts funds notched per capita giving of $2.00 or more, led by Orlando, FL* with $6.54 and followed closely by Winston-Salem, NC with $6.01. The average among all campaigns was $2.37, a gain over the $2.05 raised in 1989, and continuing a strong upward movement from the $0.95 achieved in 1981. The top ten UAFs in campaign area per capita fund raising are shown in Figure 10. Both primary county and campaign area comparisons are made in Exhibit C-1.

COMPARISON TO THE UNITED WAY

In 1990, united arts funds raised an average of 10.7% of the total raised by their counterparts in local United Way campaigns (See Exhibit A-2), up slightly from the 10.2% registered in 1989. From 1977 to 1984, UAFs had gained an increasingly greater share of the charitable dollar, rising more than four percentage points from the 7.9% average registered in 1977. This percentage varied widely among UAFs in 1990, ranging from a high of 24.3% in Milwaukee, WI and Parkersburg, WV to a low of 3.2% in Norfolk, VA. The top ten campaigns in percentage raised compared to their United Way counterparts are shown in Figure 11.

FIGURE 9
Top Ten UAFs
in Total Dollars Raised

UAF	($000)
1. Music Center (LA)	15347.5
2. Orlando, FL	7017.7
3. Milwaukee, WI	5908.8
4. Lincoln Center, NY	5876.6
5. Cincinnati, OH	5116.1
6. Louisville, KY	3800.0
7. Atlanta, GA	3610.7
8. Birmingham, AL	3009.0
9. St. Louis, MO	2528.4
10. Charlotte, NC	2315.0

Source: Exhibit C-1

FIGURE 10
Top Ten UAFs in Campaign Area
Per Capita Giving

UAF	$
1. Orlando, FL	6.54*
2. Winston-Salem, NC	6.01
3. Louisville, KY	5.43
4. Charlotte, NC	4.77
5. Birmingham, AL	4.62
6. Battle Creek, MI	4.52
7. Wausau, WI	4.11
8. Chattanooga, TN	4.09
9. Greensboro, NC	3.76
10. Milwaukee, WI	3.65

Source: Exhibit C-1

* Orlando raises all contributed income for its member groups.

COMPARISON TO THE 1989 CAMPAIGN

Giving reported by 63 united arts funds in 1990 marked an increase of $7.9 million over that reported by 61 UAFs in 1989. Among UAFs for which data are available, all but 13 showed increased giving over previous year. Seven UAFs had increases of 15% or more, while the average percentage increase among all united arts funds was 6.0 %, down from the 7.2% attained in 1989. Figure 12 shows the ten UAFs which achieved the greatest increases over their 1989 campaigns (See Exhibit A-2 for a more detailed analysis).

FIGURE 11
Top Ten UAFs in Percentage Raised versus United Way

UAF	% of United Way
1. Milwaukee, WI	24.3
1. Parkersburg, WV	24.3
2. Ft. Wayne, IN	19.3
3. Birmingham, AL	17.5
4. Duluth, MN	16.8
5. Music Center (LA)	16.2
6. Catawba County, NC	15.5
7. Winston-Salem, NC	14.4
8. Oklahoma City, OK	13.1
9. Charlotte, NC	12.9

Source: Exhibit A-2

ACHIEVING THE 1990 CAMPAIGN GOAL

As summarized in Figure 13, 37 or 80% of the united arts campaigns achieved 90% of their goal or better. Twenty-five or 54% equaled or exceeded their goal, down from the 34 which did so in 1989. United arts funds as a group recorded an average percentage of goal raised of 98.7%, up slightly from the 98.4% recorded in 1989. Among the 26 UAFs that raised $500,000 or more, the average percentage of goal raised was an impressive 103.4%, up from the 101.6% raised in 1989. The average percentage among the 25 campaigns that raised less than $500,000 was 94.0%. The top ten performances by united arts funds in the percentage of goal raised is shown in Figure 14 (A 1990 performance summary is shown in Exhibit C-1).

FIGURE 12
Top Ten UAFs in Percentage Increase from 1990 Campaigns

UAF	% of 89 Camp.
1. Battle Creek, MI	77.0
2. New Orleans, LA	56.5
3. Lexington, NC	31.2
4. Seattle, WA	22.7
5. Harrisburg, PA	20.7
6. Wausau, WI	19.9
7. Birmingham, AL	15.6
8. Raleigh, NC	14.8
9. Rapid City, SD	14.2
10. Baton Rouge, LA	12.9

Source: Exhibit A-2

FIGURE 13
Success of 1990 Drives

% of Goal Raised	No. UAFs
<90	9
90<95	6
95<100	6
100<105	21
105<110	1
>110	3

Source: Exhibit C-1
Base: 46

FIGURE 14
Top Ten UAFs in % of Goal Raised

UAF	% of Goal Raised
1. New Orleans, LA	176.2
2. Battle Creek, MI	122.5
3. Birmingham, AL	120.4
4. Wausau, WI	109.5
5. Jackson, TN	103.2
5. Atlanta, GA	103.2
6. Charlotte, NC	102.9
7. Oklahoma City, OK	102.7
8. Louisville, KY	102.6
9. Music Center (LA)	102.3

Source: Exhibit C-1

ANALYSIS OF SOURCES OF CAMPAIGN FUNDS

There were six basic sources of funds for united arts campaigns in 1990: corporate, corporate matching gifts, individuals, private foundations, special events, and government. As shown in Exhibit C-2, the proportion raised from each varied dramatically among the campaigns. Among the three leading sources of funds--corporate, individuals and private foundations--the proportion for corporations ranged from 25.3% (Ft. Worth, TX) to 100.0% (Seattle, WA, Hartford, CT, New Orleans, LA, Houston, TX, Rockland County, NY, Manchester, NH, Columbia, SC, and Rowan County, NC); for individuals, from 0.9% (Omaha, NE) to 64.6% (Canton, OH); for private foundations, 1.0% (Westchester, NY) to 37.1% (Omaha, NE). Additionally, although only 12 UAFs reported including government funds in their campaigns, it comprised 20% or more for 6 of these groups. Figure 15 shows the percentage of all money raised through united arts fundraising in 1990 from each of the six basic sources of funds. Corporate giving accounted for over half of the total funds raised from united arts fundraising (50.4%), similar to the 50.8% recorded in 1989. The proportion of individual giving (32.7%) increased slighlty from the 31.6% recorded in 1989. Private foundation giving recorded a 5.8% share in 1990. Government support accounted for a 7.5% share, down from the 8.1% recorded in 1989. Special events rose to 2.3% from the 1.5% recorded in 1989.

FIGURE 15
Analysis of Contribution Sources

Source	($000)	%
Corporate	38850.1	50.4
Individuals	25216.2	32.7
Government	5801.2	7.5
Pvt. Fndns.	4448.4	5.8
Special Events	1763.9	2.3
Corp. Mat. Gift	1035.6	1.3
TOTAL	77115.4	100.0

Source: Exhibit C-2

BUSINESS GIVING

In 1990, 44 UAFs reported contributions from business totaling $38.8 million. Los Angeles and Lincoln Center led the way for business giving, collecting $5.9 million and $5.5 million respectively for their UAF campaigns. The top ten UAFs in business giving are shown in Figure 16. Of the 44 UAFs which reported the data, 14,903 gifts were received from business. The mean UAF average business gift was $4,470, up from the $3,701 and $3,187 achieved in 1989 and 1988, respectively. New Orleans, LA led all UAFs with an annualized average business gift of $50,025,

FIGURE 16
Top Ten UAFs in Total Dollars Raised from Business

UAF	$000
1. Music Center (LA)	5863.5
2. Lincoln Center, NY	5467.7
3. Orlando, FL	2825.6
4. Milwaukee, WI	2663.9
5. Seattle, WA	1840.2
6. New Orleans, LA	1750.9
7. Cincinnati, OH	1546.7
8. Hartford, CT	1482.1
9. Louisville, KY	1436.4
10. St. Louis, MO	1313.4

Source: Exhibit C-3

followed by Norfolk, VA ($31,033) and Birmingham, AL ($22,219) (See Exhibit C-3).

INDIVIDUAL GIVING

Individuals accounted for $25.2 million contributed to 39 UAF campaigns, up 10.5% from the $22.8 million to 41 UAFs in 1989. The Music Center of Los Angeles County led the way in this category, garnering $7.9 million, followed by Cincinnati with $3.1 million. The top ten UAFs in individual giving are shown in Figure 17.

Forty-one UAFs collectively reported receiving 234,107 gifts compared with 191,877 gifts reported by 41 UAFs in 1989. A summary of individual giving by category is shown in Exhibit C-6.

Gifts from Professionals. As shown in Exhibit C-6, attorneys were the leading source of professional gifts to UAFs, with 21 campaigns reporting 5,746 gifts totaling $806,100. Physicians came next, raising $570,100 from 4,687 gifts by 18 UAFs, up from $556,300 in 1989. Milwaukee led all UAFs gifts in from attorneys (1310) and physicians (1267). Cincinnati was tops in realtors (1688) and architects (393). Milwaukee headed the list in dollars raised from attorneys ($200,200) and physicians ($136,900). Charlotte led the way with accountants ($100,700) and teachers ($116,200).

Cincinnati led the way in the area of investment professionals ($59,500). Figure 18 shows the average professional gift among all UAFs.

FIGURE 17
Top Ten UAFs in Total Dollars Raised from Individuals

UAF	$000
1. Music Center (LA)	7857.0
2. Cincinnati, OH	3051.0
3. Milwaukee, WI	2679.5
4. Louisville, KY	2243.6
5. Orlando, FL	1281.7
6. Charlotte, NC	1250.0
7. St. Louis, MO	1023.4
8. Birmingham, AL	750.0
9. Dayton, OH	669.8
10. Ft. Worth, TX	617.7

Source: Exhibit C-4

FIGURE 18
Mean Average UAF Gift Size for Professional Giving

Category of Professional	Avg. Gift
Physicians	112.13
Attorneys	105.45
Accountants	116.90
Invest. Prof'ls	203.02
Realtors	128.07

Source: Exhibit C-6

WORKPLACE GIVING. Thirty UAFs carried out some form of employee giving program--workplace solicitation or payroll deduction--as part of their campaigns in 1990, up from twenty-six in 1989. Overall, $8.4 million was raised through workplace giving from 145,718 gifts, a healthy 25% gain over the $6.7 million raised in 1989 from 121,265 gifts and the $5.8 million from 111,141 gifts in 1988. Cincinnati led the way with $2.1 million (See Fig. 19) from 33,820 gifts followed by Louisville ($1.6 million from 26,166 gifts) and Charlotte ($1.2 million from 26,200 gifts). In 1990, over 1,557 businesses nationwide cooperated with UAFs in conducting workplace giving programs. A detailed analysis of workplace giving appears in Exhibit C-5.

FIGURE 19
Top Ten UAFs in Total Dollars Raised from Workplace Giving

UAF	$000
1. Cincinnati, OH	2078.9
2. Louisville, KY	1553.7
3. Charlotte, NC	1160.0
4. Milwaukee, WI	1150.0
5 St. Louis, MO	658.8
6. Winston-Salem, NC	534.4
7. Atlanta, GA	306.2
9. Birmingham, AL	241.0
8. Fort Wayne, IN	193.8
10. Dayton, OH	131.0

Source: Exhibit C-5

PRIVATE FOUNDATION GIVING

As detailed in Exhibit C-4, $4.4 million raised by 31 UAFs from private foundations, down from $5.3 raised by 34 UAFs in 1989. Gifts decreased slightly in 1990 from 403 to 319.

The mean average gift rose in 1990 to $13,749, increasing from $10,296 in 1989. Figure 20 shows the top ten UAFs in dollars raised from private foundations.

FIGURE 20
Top Ten UAFs in Total Dollars Raised from Private Foundations

UAF	$000
1. Music Center (LA)	788.4
2. Omaha, NE	640.2
3. Cincinnati, OH	440.7
4. Ft. Worth, TX	424.6
5. Chattanooga, TN	335.2
6. Ft. Wayne, IN	266.4
7. Dayton, OH	181.9
8. Birmingham, AL	150.0
9. Broome County, NY	140.0
10. Charleston, WV	133.0

Source: Exhibit C-4

GOVERNMENT SUPPORT

Government grants totaling $5.2 million were reported as part of the campaigns of 12 UAFs, up from $5.0 million and $3.7 million in 1989 and 1988, respectively. City support accounted for $1.9 million among 9 UAFs, with over half accounted for by Birmingham ($800,000) and Orlando ($621,400). Ten UAFs reported support totaling $2.4 million from county government, led by Orlando ($1,031,400) and Westchester County, NY ($400,000). A full analysis of government support to UAFs is presented in Exhibit C-7.

SECTION IV: USES OF FUNDS

As shown in Figure 21, $73.6 million was disbursed in 1990. Of this total, $54.4 million was allocated to arts and cultural institutions for general operating support. An additional $4.5 million was awarded to arts organizations in the form of project grants.

As in 1989, resources in 1990 were predominantly allocated to meet current needs. $1.7 million was placed in reserve to cover bad debts. $8.9 million was used to cover UAF costs.

ANALYSIS OF ALLOCATIONS

General Operating Support. Of the 44 UAFs who provided detailed allocation breakdowns, it was found that more than 520 arts and cultural organizations received operating support totaling $65.6 million from 1990 united arts fund campaigns.

FIGURE 21
Summary of Uses of Funds

Use	($000)	%
Arts Support:		
Gen. Oper. Support	54423.3	74.3
Project Grants	4514.6	6.2
Other	2596.0	3.5
Other:		
UAF Costs	8610.0	11.8
Reserve/Bad Debt	1777.4	2.4
Other	1352.7	1.8
TOTAL	73279.9	100.0

Source: Exhibit D-1

Symphonies received the greatest proportion of UAF allocations, 31.1%. Theaters came next with 15.7%, followed by operas (12.8%) and museums (11.0%). (See Figure 22 and Exhibits D-2 through D-8).

FIGURE 22
Summary of Allocations of Funds

Type of Organization	No. Funded	Total Allocated (in millions)	Avg. Allocation	% of UAF Funds Allocated*
Symphonies	57	20,369.8	522.3	31.1
Museums	52	7,240.1	301.6	11.0
Theaters	93	10,196.5	261.4	15.6
Arts Councils	16	1,415.7	88.5	2.2
Operas	28	8,378.0	380.8	12.8
Arts Centers	28	2,447.8	122.4	2.8
Dance	54	5,548.7	168.1	8.5
Arts Education	34	1,651.5	97.1	3.6
Misc. Music	97	1,534.8	46.5	2.3
Festivals	10	338.3	42.3	.5
Misc. Cultural	20	553.9	42.6	1.9
Misc. Vis. Arts	31	448.9	28.1	.6
Other	na	na	na	7.1
TOTAL				100.0

Source: Exhibits D-2 to D-8

* Please note that this is the percentage of all UAF funds allocated. For average allocations per category, see Exhibits D-3 through D-8.

EXHIBITS

EXHIBIT A
Comparative Data

A-1	A Ten-Year History of United Arts Funds	17
A-2	Comparative Summary: United Way and Prior Year	18

EXHIBIT A-1: TEN-YEAR HISTORY OF UNITED ARTS FUNDS

United Arts Fund	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990
		(Totals shown in $000s)									
Albany, GA	na	na	na	na	na	na	na	57.1	57.1	na	66.0
Asheville, NC	-	-	-	103.1	122.8	126.8	126.8	136.7	140.2	145.2	109.0
Atlanta, GA	1115.2	1322.4	1623.0	2305.0	2305.0	2550.0	2700.0	3200.0	3200.0	3333.0	3610.7
Baton Rouge, LA	-	-	-	-	-	-	-	440.7	401.2	429.7	485.2
Battle Creek, MI	124.1	132.1	122.0	120.0	na	112.0	129.1	173.2	170.5	180.0	318.6
Broome County, NY	2129.4a	2865.1a		295.0	312.2	-	-	415.0	455.0	497.5	476.6
Birmingham, AL	-	-	-	-	-	-	1382.0	1230.2	2005.0	2602.8	3009.0
Canton, OH	298.0	326.5	339.1	340.5	385.5	385.5	398.3	430.7	459.9	504.6	552.0
Catawba Cnty, NC	-	-	-	203.0	2861.4c	309.0	na	308.0	290.0	262.6	266.5
Charleston, WV	-	-	-	282.0	345.0	375.2	384.1	445.8	493.0	465.7	477.3
Charlotte, NC	660.6	740.7	1022.9	1150.0	1267.0	1372.0	1550.0	1713.0	1903.3	2125.0	2315.0
Chattanooga, TN	425.4	451.5	na	na	1728.5	825.0	902.4	987.4	1021.0	1081.8	1180.5
Chautauqua Cnty, NY	-	-	-	na	na	183.0	216.0	216.0	222.3	235.0	235.1
Cincinnati, OH	2447.3	2745.9	3000.0	3300.0	3500.0	3750.0	4022.8	4233.0	4519.4	4880.6	5116.1
Columbia, SC	-	-	-	-	-	420.0	450.0	na	410.0	458.0	483.0
Columbus, IN	75.6	80.0	82.6	81.9	89.9	94.5	99.3	na	111.3	126.1	135.0
Corp. Theatre, NY	125.0	154.0	na	na	281.0	327.1	397.0	315.9	250.0	250.8	275.0
Dayton, OH	418.0	485.1	569.3	752.1	840.0	1105.0	1223.0	1489.4	1410.9	(e)	1452.6
Duluth, MN	162.0	162.5	184.9	180.0	180.4	173.4	185.5	178.1	183.4	252.0	245.8
Durham, NC	113.6	138.1	165.8	201.3	177.0	217.0	240.9	na	265.0	303.8	267.6
Dutchess County, NY	81.0	103.4	120.1	147.8	180.7	215.5	230.7	252.3	274.1	282.5	269.6
Erie, PA	238.4	163.6	na	na	162.5	185.2	na	196.1	203.0	212.6	212.0
Fort Wayne, IN	287.5	295.6	360.0	407.7	526.7	650.0	849.2	872.0	1001.0	1072.6	1121.5
Fort Worth, TX	836.9	850.0	994.5	1125.0	1207.0	1309.6	1317.3	1072.6	1180.3	1251.6	1395.0
Fund for Art Col, NY	-	-	-	-	-	168.0	-	na	123.0	-	-
Goldsboro, NC	-	20.0	32.7	na	25.0	25.0	24.0	25.6	31.1	na	na
Grand Rapids, MI	na	na	na	na	na	na	na	na	372.6	356.5	368.0
Greensboro, NC	na	na	na	na	na	na	na	na	684.9	730.7	691.9
Jackson, TN	na	na	na	na	na	na	na	78.0	85.6	100.0	100.0
Harrisburg, PA	-	-	-	-	-	-	205.0	215.0	230.0	314.8	380.0
Hartford, CT	743.0	859.2	1000.0	1240.0	1240.0	1311.0	1418.0	1500.0	1607.3	1586.6	1482.1
High Point, NC	38.4	70.5	72.8	178.0	173.2	147.2	166.6	192.6	231.9	235.8	239.1
Houston, TX	na	796.0	907.0	1000.0	1098.5	882.9	na	530.5	510.6	na	344.0
LaCrosse, WI	na	na	na	na	na	na	na	na	na	na	145.0
Lancaster, SC	-	-	-	-	-	54.5	na	na	45.7	na	na
Lawton, OK	52.7	72.2	81.4	80.0	na	na	71.1	72.3	75.9	77.8	78.4
Lexington, KY	na	na	na	na	na	na	na	na	420.0	420.6	400.0
Lexington, NC	-	-	-	-	-	35.0	20.8	21.0	23.0	54.1	71.0
Lincoln Center, NY	2855.2	3326.5	3567.6	3812.6	4301.1	4620.6	5137.0	5011.5	5181.9	5593.5	5876.0
Lincoln, NE	50.0	na	33.0	36.0	na	na	-	-	-	-	-
Louisville, KY	1021.0	1225.0	1431.6	1607.0	1835.9	2123.0	2473.2	2701.0	3075.0	3401.0	3800.0
Manchester, NH	87.0	102.0	131.2	111.1	134.6	132.0	164.4	165.5	159.6	145.0	129.0
McPherson, KS	na	na	na	na	na	na	na	na	16.0	na	na
Memphis, TN	517.0	600.0	639.0	719.6	1117.2	1164.9	1327.5	1422.3	1572.0	1642.3	1751.4
Milwaukee, WI	2313.9	2449.9	2450.0	2450.5	2531.0	3000.8	4019.6	4901.3	5110.6	5513.8	5908.8
Mobile, AL	81.0	na	101.0	157.0	208.5	227.0	230.0	254.0	286.7	305.1	298.6
Music Center (L.A.)	4091.3	4868.7	5389.9	5711.6	7637.5	8514.0	9778.9	12700.2	13025.0	14284.5	15347.5
Natl Fund/Dance, NY	450.0	500.0	500.1	546.3	565.1	505.0	543.5	454.1	385.9	na	349.5
New Orleans, LA	-	-	-	-	-	-	-	-	-	1126.0	1761.9
Newton, MA	na	na	na	na	na	na	na	na	na	na	111.6
Norfolk, VA	-	-	-	-	-	-	-	-	471.1	506.6	542.7
Omaha, NE	-	-	-	1485.6	1489.1	1500.0	1862.7	1812.6	1882.2	1733.0	1726.1
Oklahoma City, OK	754.2	1007.7	1185.0	1080.0	1100.5	1200.0	1250.0	1147.1	1073.4	1100.8	1232.0
Orlando, FL	-	-	-	1087.8	1275.3	1551.9	1571.4	1502.4	1753.1	6870.0	7010.0
Parkersburg, WV	-	59.1	39.4	45.0	51.5	68.2	151.4	234.6	255.0	271.1	285.2
Providence, RI	144.6	130.0	-	-	-	-	-	-	-	-	-
Raleigh, NC	na	na	na	na	na	na	na	na	370.1	410.0	470.7
Rapid City, SD	41.2	51.8	55.8	52.8	na	53.0	na	72.2	70.6	77.4	88.4
Reading Musical Fndn.		na	na	na	na	na	na	na	na	na	140.0
Rockland County, NY											94.0
Rowan County, NC	-	21.0	31.0	31.4	35.6	39.7	na	45.4	40.1	na	44.0
San Diego, CA	388.8	466.7	467.3	1627.7b	543.1	560.4	634.6	na	na	-	-
Seattle, WA	783.0	876.5	922.5	1162.0	1238.9	1293.6	1356.0	1372.0	1397.0	1499.4	1840.2
Springfield, MA	302.7	325.9	400.0	413.0	na	410.0	na	na	na	na	na
St. Joseph, MO	-	-	67.0	71.2	80.8	86.0	97.6	108.0	125.4	136.2	152.0
St. Louis, MO	2004.0	2134.0	2095.0	2243.7	2128.2	2175.1	2278.0	2370.4	2486.0	2506.3	2528.4
St. Paul, MN	na	1349.0	1404.4	1500.4	1659.0	1686.6	1221.6	1220.9	1282.0	1240.0	1164.1
Tompkins Cnty, NY	-	32.1	43.4	43.5	38.0	30.6	25.0	30.6	30.0	-	-
Utica, NY	-	-	-	56.0	56.5	59.8	61.1	61.1	62.0	na	50.0
Wausau, WI	na	na	na	na	na	na	na	na	122.0	137.0	164.1
Westchester Cnty, NY	555.0	451.2	500.6	512.0	613.0	705.0	na	902.0	907.1	1003.0	1010.0
Winston-Salem, NC	6719.2a	6936.6a	7369.4a	846.5	1040.0	1205.7	1256.2	1330.9	1434.7	1561.7	1603.4
GRAND TOTAL	24682.6d	29946.4d	32132.9d	39275.0	45828.3	50222.3	54149.6	60818.3	67643.0	75894.1	83853.8

(a) Figure shows cumulative totals from three-year combined UAF/capital fund drive. (b) San Diego has changed its reporting practices and government funds were not included in its public 1984 campaign as opposed to the 1983 campaign. (c) Catawba County raised money for a capital fundraising campaign. For comparative purposes, $323.5 was raised for the annual 1984 campaign. (d) Total does not include figures referred to in footnote (a). (e) Dayton changed their public campaign from the fall to the spring; during this transition, they did not conduct a formal campaign in 1989. (na) Not available.

EXHIBIT A-2: COMPARATIVE SUMMARY - 1990 and 1989

United Arts Fund	1990 Total Raised	1989 Total Raised	% Inc. (Dec)	Rank by % of Change	1990 United Way	% UAF/ United Way	Does UW Camp. Area Differ from UAF's?(c)
($2,000,000+)							
Music Center (L.A.)	15347.5	14284.4	7.4%	20	95000.0	16.2	yes
Orlando, FL	7017.7	6870.0	2.1%	34	10907.3	64.3	no
Milwaukee, WI	5908.8	5513.8	7.2%	22	24350.0	24.3	no
Lincoln Center (N.Y.)	5876.6	5593.5	5.1%	28	na	na	na
Cincinnati, OH	5116.1	4880.6	4.8%	29	42700.0	12.0	no
Louisville, KY	3800.0	3400.9	11.7%	12	na	na	na
Woodruff Center (Atlanta)	3610.7	3333.0	8.3%	19	51000.0	7.1	yes
Birmingham, AL	3009.0	2602.8	15.6%	7	17222.6	17.5	yes
St. Louis, MO	2528.4	2506.3	0.9%	37	49412.0	5.1	no
Charlotte, NC	2315.0	2125.0	8.9%	18	18000.0	12.9	yes
($1,000,000-$1,999,999)							
Seattle, WA	1840.2	1499.5	22.7%	4	42339.2	4.3	no
New Orleans, LA	1761.9	1126.0	56.5%	2	15800.0	11.2	no
Memphis, TN	1751.4	1642.3	6.6%	24	18500.0	9.5	yes
Omaha, NE	1726.1	1700.0	1.5%	35	13601.0	12.7	yes
Winston-Salem, NC	1603.4	1561.7	2.7%	32	11150.0	14.4	no
Hartford, CT	1482.1	1586.6	-6.6%	49	26006.5	5.7	no
Dayton, OH	1452.6	na	na	na	19862.0	7.3	yes
Fort Worth, TX	1395.0	1251.6	11.5%	14	20000.0	7.0	no
Oklahoma City, OK	1232.0	1100.8	11.9%	11	9400.0	13.1	no
Chattanooga, TN	1180.5	1081.8	9.1%	17	10000.0	11.8	yes
St. Paul, MN	1164.1	1240.0	-6.1%	48	na	na	na
Fort Wayne, IN	1121.5	1072.6	4.6%	30	5811.6	19.3	no
Westchester, NY	1010.0	1003.0	0.7%	38	15000.0	6.7	yes
($500,000-$999,999)							
Greensboro, NC	691.9	730.7	-5.3%	46	8525.0	8.1	na
Cult'l Center (Canton, OH)	552.0	504.6	9.4%	16	4400.0	12.5	yes
Norfolk, VA	542.7	506.6	7.1%	23	17049.0	3.2	no
($250,000-$499,999)							
Baton Rouge, LA	485.2	429.7	12.9%	10	na	na	na
Columbia, SC	483.0	458.0	5.5%	26	na	na	na
Charleston, WV	477.3	465.7	2.5%	33	na	na	na
Broome County, NY	476.6	497.5	-4.2%	43	4879.6	9.8	no
Raleigh, NC	470.7	410.0	14.8%	8	-	-	no
Lexington, KY	400.0	420.6	-4.9%	45	6346.0	6.3	yes
Harrisburg, PA	380.0	314.8	20.7%	5	6500.0	5.8	no
Grand Rapids, MI	368.0	356.5	3.2%	31	na	na	na
Natl Corp Fund/Dance	349.6	na	na	na	na	na	yes
Houston, TX	344.0	na	na	n.a	na	na	na
Battle Creek, MI	318.6	180.0	77.0%	1	2686.9	11.9	yes
Mobile, AL	298.7	305.1	-2.1%	41	6030.4	5.0	no
Parkersburg, WV	285.2	271.1	5.2%	27	1175.9	24.3	-
Corp Theatre Fund, NY	275.0	250.8	9.6%	15	na	na	na
Dutchess County, NY	269.6	282.5	-4.6%	44	na	na	na
Durham, NC	267.6	303.8	-11.9%	51	na	na	na
Catawba County, NC	266.5	262.6	1.5%	35	1722.7	15.5	no
($100,001-$249,000)							
The Depot (Duluth, MN)	245.8	252.0	-2.5%	42	1900.0	16.8	yes
High Point, NC	239.2	235.8	1.4%	36	na	na	na
Chautauqua Cnty, NY	235.1	235.0	0.0%	39	na	na	na
Erie, PA	212.0	212.6	-0.3%	40	5300.0	4.0	yes
Wausau, WI	164.2	137.0	19.9%	6	1620.0	10.1	no
St. Joseph, MO	152.0	136.2	11.6%	13	na	na	na
LaCrosse, WI	145.0	na	na	na	na	na	na
Reading Musical Fndn, PA	141.0	na	na	na	na	na	na
Columbus, IN	135.0	126.1	7.1%	23	na	na	na
Manchester, NH	129.0	145.0	-11.0%	50	2500.0	5.2	yes
Newton, MA	111.6	na	na	na	na	na	na
Asheville, NC	109.0	145.2	-24.9%	52	na	na	na
Jackson, TN	103.2	100.0	3.2%	31	na	na	na
(up to $100,000)							
Rockland County, NY	94.0	na	na	na	na	na	na
Rapid City, SD	88.4	77.4	14.2%	9	na	na	na
Lawton, OK	78.5	77.8	0.9%	37	na	na	na
Lexington, NC	71.0	54.1	31.2%	3	1200.0	5.9	no
Albany, GA	66.0	62.0	6.5%	25	na	na	na
Utica, NY	50.0	53.0	-5.7%	47	na	na	na
Rowan County, NC	44.0	41.0	7.3%	21	na	na	na
TOTAL	83866.8	76017.0					
Average			6.0% (a)			10.7% (b)	

(na) Not available or not applicable. (a) Due to its large size, this average does not include Battle Creek, MI. (b) This average does not include Orlando. (c) Does the United Way campaign area differ from the UAF's campaign area?

EXHIBIT B
Policies and Procedures

B-1	General UAF Information	21
B-2	Analysis of Activities in Addition to Fundraising	22
B-3	UAF Personnel	23
B-4	Door-to-Door, Telemarketing, and Direct Mail	24
B-5	Reserves, Endowments, and Donor Designation	25

EXHIBIT B-1: GENERAL UAF INFORMATION

	Year UAF started	First UAF Campaign	Length of Campaign (in weeks)	# on Bd of Dir.	Mem. org. on Bd.(a)	Vary in funding	Who decides on mem. orgs? (b)	Voting Rights(c)	# UAF on Board (d)
United Arts Fund									
($2,000,000+)									
Music Center (L.A.)	1964	1968	52	68	vp	no	uaf	yes	6
Orlando, FL	1982	1983	12	26	no	no	uaf	na	no
Milwaukee, WI	1967	1967	40	na	vp,o	yes	uaf,ic	na	na
Lincoln Center (N.Y.)	1959	1969	52	35	o	no	bc	na	na
Cincinnati, OH	1927	1949	11	32	vp	no	uaf	yes	8
Louisville, KY	1949	1949	16	70	no	no	uaf	na	na
Woodruff Center (Atlanta)	1963	1965	18	72	vp,o	no	o	yes	41
Birmingham, AL	1986	1986	52	36	o	no	bc,o	yes	no
St. Louis, MO	1963	1963	na	96	vp	no	uaf	no	no
Charlotte, NC	1958	1959	5	39	vp	no	uaf	yes	9
($1,000,000-$1,999,999)									
Seattle, WA	1969	1970	52	58	no	yes	uaf, bc	na	no
New Orleans, LA	1989	1989	52	13	vp	no	uaf	no	no
Memphis, TN	1963	1964	39	36	no	no	uaf	no	no
Omaha, NE	1982	1983	52	28	no	no	uaf	no	no
Winston-Salem, NC	1949	1958	12	30	no	no	o	na	na
Hartford, CT	1971	1972	6	69	o	yes	uaf,bc	no	6
Dayton, OH	1974	1974	7	na	vp	yes	uaf	yes	no
Fort Worth, TX	1963	1964	8	na	vp	no	uaf	yes	8
Oklahoma City, OK	1971	1972	8	55	vp	no	uaf	na	no
Chattanooga, TN	1969	1970	36	24	no	no	uaf	na	no
St. Paul, MN	1954	1959	na	45	vp	yes	uaf, bc	na	na
Fort Wayne, IN	1955	1958	12	29	no	no	uaf,o	na	na
Westchester, NY	1965	1975	13	44	vp	yes	uaf,bc,ic,staff	yes	4
($500,000-$999,999)									
Greensboro, NC	1962	1988	20	48	vp	no	uaf	yes	8
Cultural Center (Canton, OH)	1964	1974	4	20	vp,m	no	uaf	yes	5
Norfolk, VA	1987	1988	na	3	no	yes	o	na	na
Houston, TX	na	na	na	na	na	na	na	na	na
($250,000-$499,999)									
Baton Rouge, LA	1973	1986	12	21	no	yes	ic	na	na
Columbia, SC	1984	1984	8	63	no	no	bc	na	na
Charleston, WV	1981	1981	12	42	vp	no	bc	no	1
Broome County, NY	1986	1987	8	25	no	no	bc	yes	no
Raleigh, NC	1983	1988	10	36	no	yes	uaf,bc	na	no
Lexington, KY	1984	1985	8	39	vp,o	no	ic	yes	no
Harrisburg, PA	1984	1985	12	27	no	yes	uaf	na	no
Grand Rapids, MI	1968	1972	35	60	vp,m	no	uaf	na	na
Natl Corp Fund/Dance	1973	1973	52	22	vp	yes	uaf	yes	no
Battle Creek, MI	1964	1964	8	15	no	yes	bc	na	na
Mobile, AL	1955	1961	6	37	vp	no	uaf	yes	4
Parkersburg, WV	1966	1967	52	40	no	no	uaf	na	na
Corp Theatre Fund, NY	1978	na	na	28	no	yes	o	na	na
Dutchess County, NY	1964	1980	12	26	vp	no	o	na	na
Durham, NC	1954	1954	17	42	o	no	bc	na	na
Catawba County, NC	1979	1983	6	24	vp	no	ic	yes	no
($100,000-$249,000)									
The Depot (Duluth, MN)	1973	1976	10	24	vp	no	uaf	na	8
High Point, NC	1966	na	18	29	vp	no	o	na	na
Chautauqua Cnty, NY	1985	1985	12	16	no	no	uaf	na	na
Erie, PA	1960	1966	12	39	vp	yes	uaf,bc	na	na
Wausau, WI	1972	1976	na	21	no	no	uaf	na	na
St. Joseph, MO	1963	1982	7	41	vp	yes	bc	yes	15
Reading, PA	1926	1926	20	39	vp	no	uaf		
Columbus, IN	1974	1975	8	25	vp	no	uaf,ic	na	na
Manchester, NH	1976	na	12	24	m	no	uaf,bc	yes	3
Asheville, NC	1979	1982	6	na	vp	no	bc	na	na
Jackson, TN	1967	1970	12	54	no	yes	uaf	no	no
(up to $100,000)									
Rockland County, NY	1989	1990	12	17	vp	no	uaf,bc	yes	no
Rapid City, SD	1971	na	8	na	vp	no	uaf	yes	no
Lawton, OK	1977	1977	6	24	vp,m	no	uaf	no	no
Davidson County, NC	1976	1983	6	21	vp	no	uaf	yes	6
Albany, GA	1976	1984	6	45	vp	no	bc	no	no
Utica, NY	1983	1983	na	na	na	na	na	no	no
Rowan County, NC	1977	1981	4	18	no	yes	ic	na	na
TOTAL									
Average			18	35					

(a) In what capacity are the arts organizations to which you provide general operating support represented on your Board? vp=volunteer president or other Board member; m=manager; o=other.
(b) Who decides on your qualifying organizations? uaf=uaf Board of Trustees; bc=Board Committee; ic=independent committee; staff=UAF staff; o=other. (c) Do member organizations have voting rights on the UAF Board? (d) How many, if any, member organizations are represented on the UAF Board? (na) Not available or not applicable.

EXHIBIT B-2: ANALYSIS OF ACTIVITIES IN ADDITION TO FUNDRAISING

United Arts Fund	Arts Council	Facility Manager	Arts Programs	Arts Education	Arts Advocacy	Other
($2,000,000+)						
Music Center (L.A.)	yes	no	yes	yes	no	no
Orlando, FL	yes	no	no	yes	yes	no
Milwaukee, WI	no	no	no	no	no	no
Lincoln Center (N.Y.)	no	yes	yes	yes	yes	no
Cincinnati, OH	no	no	no	no	yes	yes
Louisville, KY	yes	yes	yes	no	yes	no
Woodruff Center (Atlanta)	yes	yes	no	no	no	yes
Birmingham, AL	yes	no	no	no	yes	no
St. Louis, MO	no	no	no	yes	yes	no
Charlotte, NC	yes	no	yes	yes	yes	no
($1,000,000-$1,999,999)						
Seattle, WA	no	no	no	no	yes	no
New Orleans, LA	no	no	no	no	no	no
Memphis, TN	yes	no	no	yes	yes	yes
Omaha, NE	no	no	no	no	no	no
Winston-Salem, NC	yes	yes	yes	yes	yes	yes
Hartford, CT	yes	yes	no	no	yes	yes
Dayton, OH	no	no	no	no	yes	yes
Fort Worth, TX	yes	no	yes	yes	yes	no
Oklahoma City, OK	no	no	no	no	no	no
Chattanooga, TN	yes	no	no	yes	yes	yes
St. Paul, MN	yes	no	no	no	yes	yes
Fort Wayne, IN	yes	yes	yes	yes	yes	yes
Westchester, NY	yes	no	no	yes	yes	yes
($500,000-$999,999)						
Greensboro, NC	yes	yes	yes	no	yes	yes
Cultural Center (Canton)	no	yes	yes	yes	yes	no
Norfolk, VA	no	no	no	no	no	no
($250,000-$499,999)						
Baton Rouge, LA	yes	yes	no	yes	yes	no
Columbia, SC	yes	no	yes	no	yes	no
Charleston, WV	no	no	no	no	no	no
Broome County, NY	yes	no	no	no	yes	no
Raleigh, NC	yes	no	yes	yes	yes	no
Lexington, KY	yes	yes	yes	no	yes	no
Harrisburg, PA	no	no	no	no	no	no
Grand Rapids, MI	yes	no	yes	no	yes	no
Natl Corp Fund/Dance	no	no	no	no	no	yes
Houston, TX	na	na	na	na	na	na
Battle Creek, MI	yes	no	no	yes	yes	no
Mobile, AL	yes	no	no	yes	yes	no
Parkersburg, WV	yes	no	no	yes	yes	yes
Corp Theatre Fund, NY	no	no	yes	no	no	no
Dutchess County, NY	yes	no	yes	yes	yes	no
Durham, NC	yes	yes	yes	yes	no	no
Catawba County, NC	yes	yes	no	no	yes	no
($100,000-$249,000)						
Duluth, MN	no	yes	yes	yes	no	no
High Point, NC	yes	no	yes	yes	yes	yes
Chautauqua Cnty, NY	no	no	no	no	no	no
Erie, PA	yes	no	no	no	yes	no
Wausau, WI	yes	yes	yes	yes	yes	no
St. Joseph, MO	yes	no	yes	yes	yes	no
LaCrosse, WI	na	na	na	na	na	na
Reading Musical Fndn, PA	no	no	yes	yes	yes	yes
Columbus, IN	yes	yes	yes	yes	yes	yes
Manchester, NH	yes	no	yes	yes	no	no
Asheville, NC	yes	yes	yes	no	yes	yes
Jackson, TN	yes	no	yes	no	yes	no
($100,000)						
Rockland County, NY	yes	no	no	yes	yes	no
Rapid City, SD	yes	yes	yes	yes	yes	yes
Lawton, OK	no	no	yes	no	no	no
Lexington, NC	yes	yes	yes	yes	yes	no
Albany, GA	yes	no	yes	no	yes	no
Utica, NY	na	na	na	na	na	na
Rowan County, NC	yes	no	yes	yes	yes	no
TOTAL	40	18	30	30	43	18

(na) Not available.

EXHIBIT B-3: UAF PERSONNEL

	Full Time	Part Time
United Arts Fund		
($2,000,000+)		
Music Center (L.A.)	38	-
Orlando, FL	4	3
Milwaukee, WI	15	2
Lincoln Center, NY	na	na
Cincinnati, OH	9	3
Louisville, KY	5	1
Woodruff Center (Atlanta)	1	2
Birmingham, AL	2	1
St. Louis, MO	11	2
Charlotte, NC	4	2
($1,000,000-$1,999,999)		
Seattle, WA	5	1
New Orleans, LA	na	na
Memphis, TN	4	1
Omaha, NE	1	2
Winston-Salem, NC (a)	6	-
Hartford, CT	2	3
Dayton, OH	6	-
Fort Worth, TX	4	-
Oklahoma City, OK	4	-
Chattanooga, TN	4	-
St. Paul, MN	na	na
Fort Wayne, IN	2	5
Westchester, NY	2	-
($500,000-$999,999)		
Greensboro, NC	2	2
Cult'l Center (Canton, OH)	9	1
Norfolk, VA	-	1
($250,000-$499,999)		
Baton Rouge, LA	2	1
Columbia, SC	3	-
Charleston, WV	2	-
Broome County, NY	2	1
Raleigh, NC	5	1
Lexington, KY	3	-
Harrisburg, PA	2	1
Grand Rapids, MI	na	na
Nat'l Corp Fund/Dance	2	-
Houston, TX	1	1
Battle Creek, MI	4	-
Mobile, AL	na	na
Parkersburg, WV	4	1
Corp Theatre Fund, NY	na	na
Dutchess County, NY	4	-
Durham, NC	na	na
Catawba County, NC	3	1
($100,000-$249,000)		
The Depot (Duluth, MN) (b)	na	na
High Point, NC	4	-
Chautauqua Cnty, NY	na	na
Erie, PA	2	-
Wausau, WI	1	1
St. Joseph, MO	2	1
LaCrosse, WI	na	na
Reading Musical Fndn, PA	2	2
Columbus, IN	na	na
Manchester, NH	1	1
Newton, MA	na	na
Asheville, NC	na	na
Jackson, TN	3	-
(up to $100,000)		
Rockland County, NY	2	1
Rapid City, SD	-	2
Lawton, OK	-	1
Lexington, NC	1	-
Albany, GA	na	na
Utica, NY	na	na
Rowan County, NC	na	na
TOTAL	195	48
AVERAGE	4	2

(na) Not available

EXHIBIT B-4: DOOR-TO-DOOR, TELEMARKETING, AND DIRECT MAIL

United Arts Fund	Door-to-Door	Telemarketing	Direct Mail
($2,000,000+)			
Music Center (L.A.)	no	yes	yes
Orlando, FL	no	yes	yes
Milwaukee, WI	na	na	na
Lincoln Center, NY	na	na	na
Cincinnati, OH	no	yes	yes
Louisville, KY	na	na	na
Woodruff Center (Atlanta)	no	no	yes
Birmingham, AL	no	no	yes
St. Louis, MO	no	no	yes
Charlotte, NC	yes	yes	yes
($1,000,000-$1,999,999)			
Seattle, WA	no	no	yes
New Orleans, LA	na	na	na
Memphis, TN	no	no	yes
Omaha, NE	no	no	no
Winston-Salem, NC	no	yes	yes
Hartford, CT	no	yes	yes
Dayton, OH	no	no	yes
Fort Worth, TX	no	yes	yes
Oklahoma City, OK	no	yes	yes
Chattanooga, TN	no	yes	yes
St. Paul, MN	na	na	na
Fort Wayne, IN	no	yes	yes
Westchester, NY	na	na	na
($500,000-$999,999)			
Greensboro, NC	no	yes	yes
Cult'l Center (Canton, OH)	no	yes	yes
Norfolk, VA	na	na	na
($250,000-$499,999)			
Baton Rouge, LA	na	na	na
Columbia, SC	na	na	na
Charleston, WV	no	yes	yes
Broome County, NY	no	no	yes
Raleigh, NC	no	yes	yes
Lexington, KY	no	no	yes
Harrisburg, PA	no	yes	yes
Grand Rapids, MI	na	na	na
Nat'l Corp Fund/Dance	no	no	yes
Houston, TX	na	na	na
Battle Creek, MI	no	yes	yes
Mobile, AL	no	no	yes
Parkersburg, WV	no	yes	yes
Corp Theatre Fund, NY	na	na	na
Dutchess County, NY	na	na	na
Durham, NC	na	na	na
Catawba County, NC	no	no	yes
($100,000-$249,000)			
The Depot (Duluth, MN)	no	yes	yes
High Point, NC	na	na	na
Chautauqua Cnty, NY	na	na	na
Erie, PA	no	yes	yes
Wausau, WI	no	yes	yes
St. Joseph, MO	no	no	yes
LaCrosse, WI	na	na	na
Reading Musical Fndn, PA	yes	yes	yes
Columbus, IN	na	na	na
Manchester, NH	na	na	na
Newton, MA	na	na	na
Asheville, NC	na	na	na
Jackson, TN	no	no	yes
(up to $100,000)			
Rockland County, NY	no	no	yes
Rapid City, SD	no	yes	yes
Lawton, OK	na	na	na
Lexington, NC	no	yes	yes
Albany, GA	na	na	na
Utica, NY	na	na	na
Rowan County, NC	yes	yes	no

(na) Not available.

EXHIBIT B-5: RESERVE, ENDOWMENT, AND DONOR DESIGNATION

United Arts Fund	Do you build in a reserve fund? (a)	How much is your reserve fund (b)	Year of endowment? (c)	How much was raised? (d)	Do you allow donor designation?
($2,000,000+)					
Music Center (L.A.)	no	na	no	na	yes
Orlando, FL	yes	320.4	no	na	yes
Milwaukee, WI	no	na	na	na	no
Lincoln Center, NY	na	na	na	na	na
Cincinnati, OH	no	na	no	na	yes
Louisville, KY	no	na	na	na	na
Woodruff Center (Atlanta)	yes	50.0	1984	23000.0	yes
Birmingham, AL	no	na	no	na	yes
St. Louis, MO	no	908.0	no	na	rarely
Charlotte, NC	no	na	1990	10000.0	no
($1,000,000-$1,999,999)					
Seattle, WA	no	na	1989	1000.0	yes
New Orleans, LA	no	738.0	na	na	na
Memphis, TN	yes	477.0	1987	6500.0	yes
Omaha, NE	no	na	no	na	no
Winston-Salem, NC	yes	62.5	no	na	na
Hartford, CT	no	na	no	na	na
Dayton, OH	no	na	no	na	yes
Fort Worth, TX	no	na	na	na	yes
Oklahoma City, OK	no	354.7	no	na	yes
Chattanooga, TN	no	500.0	1985 (f)	3100.0	yes
St. Paul, MN	na	na	na	na	na
Fort Wayne, IN	yes	69.2	1987	3300.0 (g)	yes
Westchester, NY	yes	43.9	no	na	no
($500,000-$999,999)					
Greensboro, NC	no	90.0	no	na	no
Cult'l Center (Canton, OH)	no	200.0	no	na	no
Norfolk, VA	no	na	no	na	no
($250,000-$499,999)					
Baton Rouge, LA	no	na	na	na	na
Columbia, SC	no	na	na	na	na
Charleston, WV	yes	130.0	na	na	yes
Broome County, NY	yes	10.0	na	na	na
Raleigh, NC	no	na	no	na	yes
Lexington, KY	no	na	no	na	yes
Harrisburg, PA	no	na	na	na	no
Grand Rapids, MI	na	na	na	na	na
Nat'l Corp Fund/Dance	na	na	na	na	no
Houston, TX	no	na	na	na	na
Battle Creek, MI	no	na	no	na	no
Mobile, AL	na	na	1987	442.5	na
Parkersburg, WV	no	na	no	na	no
Corp Theatre Fund, NY	na	na	na	na	na
Dutchess County, NY	no	na	na	na	na
Durham, NC	na	na	na	na	na
Catawba County, NC	no	na	no	na	no
($100,000-$249,000)					
The Depot (Duluth, MN)	no	73.1	no	na	yes
High Point, NC	yes (e)	3.0	na	na	na
Chautauqua Cnty, NY	na	na	na	na	na
Erie, PA	yes	2.5	1991	na	yes
Wausau, WI	no	na	no	na	no
St. Joseph, MO	no	na	no	na	yes
LaCrosse, WI	no	na	na	na	na
Reading Musical Fndn, PA	yes	30.0	no	na	yes
Columbus, IN	na	na	na	na	na
Manchester, NH	no	31.0	na	na	yes
Newton, MA	na	na	na	na	na
Asheville, NC	na	na	na	na	na
Jackson, TN	no	na	no	na	na
(up to $100,000)					
Rockland County, NY	na	na	no	na	no
Rapid City, SD	na	na	na	na	na
Lawton, OK	na	na	na	na	na
Lexington, NC	yes	3.2	no	na	no
Albany, GA	na	na	na	na	na
Utica, NY	na	na	na	na	na
Rowan County, NC	no	na	na	na	na

(a) Do you build in a contribution to your reserve fund in your annual campaign allocation formula? (b) What is the size of your reserve fund? (c) In what year did your organization conduct an endowment drive? (d) How much was raised for your endowment? (e) pledge write-off reserve only. (f) In 1983-1985, $6.1 million was raised, which included 3 years of annual operating support. (g) $3,700,000 was also raised in 1987 for capital campaign. (na) Not available.

EXHIBIT C
Fundraising

C-1	Campaign Performance Summary	29
C-2	Summary of Campaign Sources of Funds	30
C-3	Analysis of Corporate and Corporate Matching Gifts	31
C-4	Analysis of Private Foundations and Individuals	32
C-5	Analysis of Workplace Giving Programs and CFC	33
C-6	Analysis of Professional Giving	34
C-7	Analysis of Government Support	36

EXHIBIT C-1: CAMPAIGN PERFORMANCE SUMMARY

United Arts Fund	1990 Total Raised	($000) Goal	% of Goal	Primary County Population	Per Cap. Amount	Rank	Campaign Area Population	Per Cap. Amount	Rank	Status (a)
($2,000,000+)										
Music Center (L.A.,CA)	15347.5	15000.0	102.3	9000.0	$1.71	25	12500.0	$1.23	32	2
Orlando, FL	7017.7	7000.0	100.3	677.5	$10.36 (b)	1	1072.7	$6.54	1	2
Milwaukee, WI	5908.8	5800.0	101.9	969.3	$6.10	2	1618.2	$3.65	10	2
Lincoln Center (NY)	5876.6	na	na	na	na	na	na	na	na	na
Cincinnati, OH	5116.1	5100.0	100.3	873.9	$5.85	4	1714.7	$2.98	12	3
Louisville, KY	3800.0	3704.0	102.6	700.0	$5.43	5	700.0	$5.43	3	1
Woodruff Center (Atlanta)	3610.7	3500.0	103.2	671.0	$5.38	6	1800.0	$2.01	22	2
Birmingham, AL	3009.0	2500.0	120.4	651.5	$4.62	8	651.5	$4.62	5	1
St. Louis, MO	2528.4	2600.0	97.2	na	na	na	2412.0	$1.05	34	3
Charlotte, NC	2315.0	2250.0	102.9	485.0	$4.77	7	485.0	$4.77	4	1
($1,000,000-$1,999,999)										
Seattle, WA	1840.2	1800.0	102.2	1482.8	$1.24	34	2507.5	$0.73	37	2
New Orleans, LA	1761.9	1000.0	176.2	497.0	$3.55	12	1400.0	$1.26	31	na
Memphis, TN	1751.4	1787.5	98.0	825.0	$2.12	21	825.0	$2.12	19	1
Omaha, NE	1726.1	1698.0	101.7	417.0	$4.14	9	621.0	$2.78	13	3
Winston-Salem, NC	1603.4	1600.0	100.2	266.7	$6.01	3	266.7	$6.01	2	1
Hartford, CT	1482.1	1600.0	92.6	900.0	$1.65	26	900.0	$1.65	26	1
Dayton, OH	1452.6	1505.0	96.5	570.0	$2.55	15	825.5	$1.76	25	1
Fort Worth, TX	1395.0	1600.0	87.2	500.0	$2.79	14	1400.0	$1.00	35	1
Oklahoma City, OK	1232.0	1200.0	102.7	400.0	$3.08	13	600.0	$2.05	21	2
Chattanooga, TN	1180.5	1175.0	100.5	288.9	$4.09	10	288.9	$4.09	8	1
St. Paul, MN	1164.1	na	na	na	na	na	na	na	na	na
Fort Wayne, IN	1121.5	1117.9	100.3	303.9	$3.69	11	405.9	$2.76	14	2
Westchester, NY	1010.0	1050.0	96.2	877.0	$1.15	37	877.0	$1.15	33	1
($500,000-$999,999)										
Greensboro, NC	691.9	752.4	92.0	300.0	$2.31	17	184.0	$3.76	9	1
Cut'l Center (Canton, OH)	552.0	546.0	101.1	350.0	$1.58	27	225.0	$2.45	15	1
Norfolk, VA	542.7	na	na	na	na	na	934.6	$0.58	38	2
($250,000-$499,999)										
Baton Rouge, LA	485.2	475.0	102.1	380.0	$1.28	33	638.3	$0.76	36	na
Columbia, SC	483.0	500.0	96.6	na	na	na	na	na	na	na
Charleston, WV	477.3	532.0	89.7	223.1	$2.14	20	223.1	$2.14	18	2
Broome County, NY	476.6	525.0	90.8	210.0	$2.27	19	210.0	$2.27	17	1
Raleigh, NC	470.7	500.0	94.1	400.2	$1.18	36	223.2	$2.11	20	1
Lexington, KY	400.0	400.0	100.0	225.0	$1.78	24	225.0	$1.78	24	na
Harrisburg, PA	380.0	375.0	101.3	250.0	$1.52	28	500.0	$0.76	36	2
Grand Rapids, MI	368.0	na	na	na	na	na	na	na	na	na
Natl Corp Fund/Dance	349.6	426.0	82.1	na	na	na	na	na	na	na
Houston, TX	344.0	500.0	68.8	3500.0	$0.10	43	1200.0	$0.29	42	2
Battle Creek, MI	318.6	260.0	122.5	136.0	$2.34	16	70.5	$4.52	6	1
Mobile, AL	298.7	na	na	na	na	na	na	na	na	na
Parkersburg, WV	285.2	285.0	100.1	150.0	$1.90	22	150.0	$1.90	23	3
Corp Theatre Fund, NY	275.0	na	na	na	na	na	na	na	na	na
Dutchess County, NY	269.6	287.0	93.9	268.5	$1.00	38	268.5	$1.00	35	1
Durham, NC	267.6	300.0	89.2	178.8	$1.50	29	178.8	$1.50	29	1
Catawba County, NC	266.5	312.0	85.4	117.0	$2.28	18	117.0	$2.28	16	1
($100,000-$249,000)										
The Depot (Duluth, MN)	245.8	290.0	84.8	200.0	$1.23	35	150.0	$1.64	27	3
High Point, NC	239.2	240.0	99.7	328.3	$0.73	39	70.0	$3.42	11	2
Chautauqua Cnty, NY	235.1	na	na	na	na	na	na	na	na	na
Erie, PA	212.0	na	na	na	na	na	na	na	na	na
Wausau, WI	164.2	150.0	109.5	125.0	$1.31	31	40.0	$4.11	7	na
St. Joseph, MO	152.0	149.7	101.5	83.1	$1.83	23	100.0	$1.52	28	3
LaCrosse, WI	145.0	na	na	na	na	na	na	na	na	na
Reading Musical Fndn, PA	141.0	140.0	100.7	100.0	$1.41	30	300.0	$0.47	40	2
Columbus, IN	135.0	na	na	na	na	na	na	na	na	na
Manchester, NH	129.0	na	na	na	na	na	na	na	na	na
Newton, MA	111.6	na	na	na	na	na	na	na	na	na
Asheville, NC	109.0	na	na	na	na	na	na	na	na	na
Jackson, TN	103.2	100.0	103.2	78.9	$1.31	32	78.9	$1.31	30	1
(up to $100,000)										
Rockland County, NY	94.0	100.0	94.0	270.0	$0.35	42	270.0	$0.35	41	na
Rapid City, SD	88.4	na	na	na	na	na	na	na	na	na
Lawton, OK	78.5	na	na	na	na	na	na	na	na	na
Lexington, NC	71.0	110.0	64.5	125.0	$0.57	40	125.0	$0.57	39	1
Albany, GA	66.0	na	na	na	na	na	na	na	na	na
Utica, NY	50.0	na	na	na	na	na	na	na	na	na
Rowan County, NC	44.0	50.0	88.0	103.0	$0.43	41	25.0	$1.76	25	na
TOTAL	83866.8	72892.5								
Average			98.7		$2.71 (c)			$2.37 (c)		

(a) 1=one county; 2=multiple counties, same state; 3=multiple counties, multiple states. (b) Orlando raises all contributed income for its member groups. (c) Due to its enormous size, the average does not include Orlando's figure.

EXHIBIT C-2: SUMMARY OF CAMPAIGN SOURCES OF FUNDS

United Arts Fund	Corporations		Corporate Matching Gifts		Pvt. Fndns.		Campaign Special Events		Individuals		Government		Total	
	$000	%	$000	%	$000	%	$000	%	$000	%	$000	%	$000	
($2,000,000+)														
Music Center (L.A.)	5863.5	38.2	195.1	1.3	788.4	5.1	643.5	4.2	7857.0	51.2	-	-	15347.5	100.0
Orlando, FL	2835.6	40.5	2.1	0.0	116.0	1.7	165.7	2.4	1281.7	18.3	2608.8	37.2	7009.9	100.0
Milwaukee, WI	2663.9	45.1	205.5	3.5	-	-	359.8	6.1	2679.5	45.3	-	-	5908.7	100.0
Lincoln Center, NY	5467.7	93.0	na	na	na	na	408.9	7.0	na	na	na	na	5876.6	100.0
Cincinnati, OH	1546.7	30.2	77.7	1.5	440.7	8.6	-	-	3051.0	59.6	-	-	5116.1	100.0
Louisville, KY	1436.4	37.8	na	na	na	na	-	-	2243.6	59.0	120.0	3.2	3800.0	100.0
Woodruff Center (Atlanta)	na	na	na	na	na	na	na	na	na	na	na	na	3610.7	100.0
Birmingham, AL	911.0	30.3	98.0	3.3	150.0	5.0	-	-	750.0	24.9	1100.0	36.6	3009.0	100.0
St. Louis, MO	1313.4	51.9	82.8	3.3	108.8	4.3	-	-	1023.4	40.5	-	-	2528.4	100.0
Charlotte, NC	1045.0	45.1	20.0	0.9	-	-	-	-	1250.0	54.0	-	-	2315.0	100.0
($1,000,000-$1,599,999)														
Seattle, WA	1840.2	100.0	-	-	-	-	-	-	-	-	-	-	1840.2	100.0
New Orleans, LA	1750.9	99.4	11.0	0.6	-	-	-	-	-	-	-	-	1761.9	100.0
Memphis, TN	824.0	47.0	-	-	93.9	5.4	-	-	323.6	18.5	509.9	29.1	1751.4	100.0
Omaha, NE	1061.6	61.5	0.1	0.0	640.2	37.1	-	-	24.2	1.4	-	-	1726.1	100.0
Winston-Salem, NC	552.0	34.4	253.0	15.8	-	-	-	-	505.9	31.6	292.5	18.2	1603.4	100.0
Hartford, CT	1482.1	100.0	-	-	-	-	-	-	-	-	-	-	1482.1	100.0
Dayton, OH	546.8	37.6	28.1	1.9	181.9	12.5	26.0	1.8	669.8	46.1	na	na	1452.6	100.0
Fort Worth, TX	352.7	25.3	-	-	424.6	30.4	-	-	617.7	44.3	-	-	1395.0	100.0
Oklahoma City, OK	483.2	39.2	6.0	0.5	87.4	7.1	97.0	7.9	558.4	45.3	-	-	1232.0	100.0
Chattanooga, TN	324.1	27.5	4.5	0.4	335.2	28.4	-	-	418.7	35.5	98.0	8.3	1180.5	100.0
St. Paul, MN	na	na	na	na	na	na	na	na	na	na	na	na	1164.1	100.0
Fort Wayne, IN	468.2	41.7	6.6	0.6	266.4	23.8	-	-	380.3	33.9	-	-	1121.5	100.0
Westchester, NY	497.8	49.3	-	-	10.5	1.0	-	-	11.7	1.2	490.0	48.5	1010.0	100.0
($500,000-$999,999)														
Greensboro, NC	286.4	41.4	4.9	0.7	32.2	4.7	18.0	2.6	236.8	34.2	113.5	16.4	691.8	100.0
Cult'l Center (Canton, OH)	159.2	28.8	2.0	0.4	34.2	6.2	-	-	356.6	64.6	-	-	552.0	100.0
Norfolk, VA	465.5	85.8	-	-	77.2	14.2	-	-	-	-	-	-	542.7	100.0
($250,000-$499,999)														
Baton Rouge, LA	444.7	91.7	-	-	16.5	3.4	4.4	0.9	19.6	4.0	-	-	485.2	100.0
Columbia, SC	483.0	100.0	-	-	-	-	-	-	-	-	-	-	483.0	100.0
Charleston, WV	236.4	49.5	-	-	133.0	27.9	22.9	4.8	-	-	85.0	17.8	477.3	100.0
Broome County, NY	133.6	28.0	-	-	140.0	29.4	-	-	-	-	203.0	42.6	476.6	100.0
Raleigh, NC	408.6	86.8	3.6	0.8	-	-	-	-	58.5	12.4	-	-	470.7	100.0
Lexington, KY	326.4	81.6	0.8	0.2	26.0	6.5	10.4	2.6	36.4	9.1	-	-	400.0	100.0
Harrisburg, PA	360.0	94.7	-	-	15.0	3.9	-	-	5.0	1.3	-	-	380.0	100.0
Grand Rapids, MI	na	na	na	na	na	na	na	na	na	na	na	na	368.0	100.0
Natl Corp Fund/Dance	307.9	88.1	-	-	10.0	2.9	-	-	31.6	9.0	-	-	349.5	100.0
Houston, TX	344.0	100.0	-	-	-	-	-	-	-	-	-	-	344.0	100.0
Battle Creek, MI	94.2	29.6	25.1	7.9	108.0	33.9	-	-	91.3	28.7	-	-	318.6	100.0
Mobile, AL	na	na	na	na	na	na	na	na	na	na	na	na	298.7	100.0
Parkersburg, WV	139.8	49.0	-	-	30.6	10.7	7.3	2.6	77.5	27.2	30.0	10.5	285.2	100.0
Corp Theatre Fund	na	na	na	na	na	na	na	na	na	na	na	na	275.0	100.0
Dutchess County, NY	86.4	32.0	0.2	0.1	30.4	11.3	-	-	2.1	0.8	150.5	55.8	269.6	100.0
Durham, NC	167.7	62.7	na	na	-	-	-	-	99.8	37.3	-	-	267.5	100.0
Catawba County, NC	180.9	67.9	0.1	0.0	17.5	6.6	-	-	68.0	25.5	-	-	266.5	100.0
($100,000-$249,000)														
The Depot (Duluth, MN)	86.3	35.1	0.8	0.3	14.5	5.9	-	-	144.2	58.7	-	-	245.8	100.0
High Point, NC	149.3	62.4	-	-	-	-	-	-	89.8	37.6	-	-	239.1	100.0
Chautauqua Cnty, NY	na	na	na	na	na	na	na	na	na	na	na	na	235.1	100.0
Erie, PA	148.1	69.9	3.3	1.6	48.2	22.7	-	-	12.4	5.8	-	-	212.0	100.0
Wausau, WI	59.9	36.5	-	-	32.3	19.7	-	-	71.9	43.8	-	-	164.1	100.0
St. Joseph, MO	92.5	60.9	0.4	0.3	3.5	2.3	-	-	55.6	36.6	-	-	152.0	100.0
LaCrosse, WI	na	na	na	na	na	na	na	na	na	na	na	na	145.0	100.0
Reading Musical Fndn, PA	58.0	41.1	2.0	1.4	10.0	7.1	-	-	71.0	50.4	-	-	141.0	100.0
Columbus, IN	na	na	na	na	na	na	na	na	na	na	na	na	135.0	100.0
Manchester, NH	129.0	100.0	-	-	-	-	-	-	-	-	-	-	129.0	100.0
Newton, MA	na	na	na	na	na	na	na	na	na	na	na	na	111.6	100.0
Asheville, NC	na	na	na	na	na	na	na	na	na	na	na	na	109.0	100.0
Jackson, TN	63.5	61.5	1.6	1.6	12.8	12.4	-	-	25.3	24.5	-	-	103.2	100.0
(up to $100,000)														
Rockland County, NY	86.1	100.0	-	-	-	-	-	-	-	-	-	-	86.1	100.0
Rapid City, SD	na	na	na	na	na	na	na	na	na	na	na	na	88.4	100.0
Lawton, OK	na	na	na	na	na	na	na	na	na	na	na	na	78.4	100.0
Lexington, NC	42.3	59.6	0.3	0.4	12.5	17.6	-	-	15.9	22.4	-	-	71.0	100.0
Albany, GA	na	na	na	na	na	na	na	na	na	na	na	na	66.0	100.0
Utica, NY	na	na	na	na	na	na	na	na	na	na	na	na	50.0	100.0
Rowan County, NC	43.6	99.0	0.0	0.1	-	-	-	-	0.4	0.9	-	-	44.0	100.0
TOTAL	38850.1		1035.6		4448.4		1763.9		25216.2		5801.2		77115.4	
AVERAGE % OF TOTAL (a)		59.6		1.8		12.7		3.9		30.1		27.0		
% of Total (b)		50.4		1.3		5.8		2.3		32.7		7.5	100.0	

(a) Average percentage of campaign's raising money in these categories. (b) Average percentage of all UAF fundraising. (na) Not available.

EXHIBIT C-3: ANALYSIS OF CORPORATE AND CORPORATE MATCHING GIFT PROGRAMS

	Corporations			Corporate Matching Gifts Programs		
United Arts Fund	Number	$000	Avg(a)	Number	$000	Avg(a)
($2,000,000+)						
Music Center (L.A.)	690	5863.5	$8,497.83	304	195.1	$641.78
Orlando, FL	249	2825.6	$11,347.79	12	2.1	$175.00
Milwaukee, WI	1077	2663.9	$2,473.44	47	205.5	$4,372.34
Lincoln Center, NY	na	5467.7	na	na	na	na
Cincinnati, OH	661	1546.7	$2,339.94	15	77.7	$5,180.00
Louisville, KY	693	1436.4	$2,072.73	na	na	na
Atlanta, GA	na	na	na	na	na	na
Birmingham, AL	41	911.0	$22,219.51	12	98.0	$8,166.67
St. Louis, MO	1344	1313.4	$977.23	17	82.8	$4,870.59
Charlotte, NC	1123	1045.0	$930.54	3	20.0	$6,666.67
($1,000,000-$1,999,999)						
Seattle, WA	453	1840.2	$4,062.25	-	-	-
New Orleans, LA	35	1750.9	$50,025.71	1	11.0	$11,000.00
Memphis, TN	314	824.0	$2,624.20	-	-	-
Omaha, NE (b)	73	1061.6	$14,542.47	1	0.1	$50.00
Winston-Salem, NC	175	551.9	$3,153.71	22	252.9	$11,495.45
Hartford, CT	1249	1482.1	$1,186.63	-	-	-
Dayton, OH	353	546.8	$1,549.01	20	28.1	$1,405.00
Fort Worth, TX	194	352.7	$1,818.04	-	-	-
Oklahoma City, OK	200	483.2	$2,416.00	na	6.0	na
Chattanooga, TN	211	324.1	$1,536.02	4	4.5	$1,125.00
St. Paul, MN	na	na	na	na	na	na
Fort Wayne, IN	355	468.2	$1,318.87	9	6.6	$733.33
Westchester, NY	253	497.8	$1,967.59	-	-	-
($500,000-$999,999)						
Greensboro, NC	208	286.4	$1,376.92	11	5.0	$454.55
Cult'l Cntr (Canton, OH)	341	159.2	$466.86	5	2.0	$400.00
Norfolk, VA	15	465.5	$31,033.33	-	-	-
($250,000-$499,999)						
Baton Rouge, LA	504	444.7	$882.34	-	-	-
Columbia, SC	na	483.0	na	-	-	-
Charleston, WV	441	236.4	$536.05	-	-	-
Broome County, NY	130	133.6	$1,027.69	-	-	-
Raleigh, NC	229	408.6	$1,784.28	33	3.6	$109.09
Lexington, KY	394	326.4	$828.43	1	0.8	$800.00
Harrisburg, PA	na	360.0	na	-	-	-
Grand Rapids, MI	na	na	na	na	na	na
Natl Corp Fund/Dance	62	307.9	$4,966.13	-	-	-
Houston, TX	73	344.0	$4,712.33	-	-	-
Battle Creek, MI	99	94.2	$951.52	na	25.1	na
Mobile, AL	na	na	na	na	na	na
Parkersburg, WV	122	139.8	$1,145.90	-	-	-
Corp Theatre Fund, NY	na	na	na	na	na	na
Dutchess County, NY	203	86.4	$425.62	5	0.2	$40.00
Durham, NC	80	167.7	$2,096.25	-	-	-
Catawba County, NC	114	180.9	$1,586.84	1	0.1	$100.00
($100,000-$249,000)						
The Depot (Duluth, MN)	140	86.3	$616.43	2	0.8	$400.00
High Point, NC	261	149.3	$572.03	-	-	-
Chautauqua Cnty, NY	na	na	na	na	na	na
Erie, PA	311	148.1	$476.21	1	3.3	$3,300.00
Wausau, WI	151	59.9	$396.69	-	-	-
St. Joseph, MO	273	92.5	$338.83	3	0.4	$133.33
LaCrosse, WI	na	na	na	na	na	na
Reading Musical Fndn, PA	94	58.0	$617.02	2	2.0	$1,000.00
Columbus, IN	na	na	na	na	na	na
Manchester, NH	na	129.0	na	-	-	-
Newton, MA	na	na	na	na	na	na
Asheville, NC	na	na	na	na	na	na
Jackson, TN	47	63.5	$1,351.06	4	1.6	$400.00
(up to $100,000)						
Rockland County, NY	61	86.1	$1,411.48	-	-	-
Rapid City, SD	na	na	na	na	na	na
Lawton, OK	na	na	na	na	na	na
Lexington, NC	na	42.3	na	na	0.3	na
Albany, GA	na	na	na	na	na	na
Utica, NY	na	na	na	na	na	na
Rowan County, NC	807	43.6	$54.03	1	na	$25.00
TOTAL	14903	38840.00		536	1035.6	
Average (a)			$4,470.77			$2,911.51

(a) Average gifts are shown in actual dollar amounts. Averages do not include figures from UAFs reporting less than five gifts in a category. (na) Not available or not applicable.

EXHIBIT C-4: ANALYSIS OF PRIVATE FOUNDATIONS AND INDIVIDUALS

	Private Foundations			Individuals		
United Arts Fund	#	$000	Avg(a)	#	$000	Avg(a)
($2,000,000+)						
Music Center (L.A.)	36	788.4	$21,900.00	21727	7857.0	$361.62
Orlando, FL	8	116.0	$14,500.00	1387	1281.7	$924.08
Milwaukee, WI	(in individual total)			36470	2679.5	$73.47
Lincoln Center, NY	na	na	na	na	na	na
Cincinnati, OH	15	440.7	$29,380.00	38850	3051.0	$78.53
Louisville, KY	na	na	na	30305	2243.6	$74.03
Woodruff Center (Atlanta)	na	na	na	na	na	na
Birmingham, AL	3	150.0	$50,000.00	3780	750.0	$198.41
St. Louis, MO	37	108.8	$2,940.54	15656	1023.4	$65.37
Charlotte, NC	-	-	-	27600	1250.0	$45.29
($1,000,000-$1,999,999)						
Seattle, WA	-	-	-	-	-	-
New Orleans, LA	3	na	na	4	na	na
Memphis, TN	24	93.9	$3,912.50	1697	323.6	$190.69
Omaha, NE	4	640.2	$160,050.00	581	24.2	$41.65
Winston-Salem, NC	-	-	-	14258	505.9	$35.48
Hartford, CT	-	-	-	-	-	-
Dayton, OH	17	181.9	$10,700.00	5416	669.8	$123.67
Fort Worth, TX	26	424.6	$16,330.77	3113	617.7	$198.43
Oklahoma City, OK	24	87.4	$3,641.67	4273	558.4	$130.68
Chattanooga, TN	9	335.2	$37,244.44	2097	418.8	$199.71
St. Paul, MN	na	na	na	na	na	na
Fort Wayne, IN	18	266.4	$14,800.00	7012	380.3	$54.24
Westchester, NY	5	10.5	$2,100.00	28	11.7	$417.86
($500,000-$999,999)						
Greensboro, NC	7	32.2	$4,600.00	3855	236.8	$61.43
Cult'l Cntr (Canton, OH)	8	34.2	$4,275.00	2951	356.6	$120.84
Norfolk, VA	2	77.2	$38,600.00	-	-	-
($250,000-$499,999)						
Baton Rouge, LA	3	16.5	$5,500.00	83	19.6	$236.14
Columbia, SC	-	-	-	-	-	-
Charleston, WV	12	133.0	$11,083.33	-	-	-
Broome County, NY	4	140.0	$35,000.00	-	-	-
Raleigh, NC	-	-	-	2157	58.5	$27.12
Lexington, KY	2	26.0	$13,000.00	402	36.4	$90.55
Harrisburg, PA	na	15.0	na	na	5.0	na
Grand Rapids, MI	na	na	na	na	na	na
Natl Corp Fund/Dance	4	10.0	$2,500.00	6	31.6	$5,266.67
Houston, TX	-	-	-	-	-	-
Battle Creek, MI	4	108.0	$27,000.00	1091	91.3	$83.68
Mobile, AL	na	na	na	na	na	na
Parkersburg, WV	4	30.6	$7,650.00	749	77.5	$103.47
Corp Theatre Fund, NY	na	na	na	na	na	na
Dutchess County, NY	4	30.4	$7,600.00	26	2.1	$80.77
Durham, NC	-	-	-	839	99.8	$118.95
Catawba County, NC	4	17.5	$4,375.00	907	68.0	$74.97
($100,000-$249,000)						
The Depot (Duluth, MN)	8	14.5	$1,812.50	1800	144.2	$80.11
High Point, NC	-	-	-	1416	89.8	$63.42
Chautauqua Cnty, NY	na	na	na	na	na	na
Erie, PA	6	48.2	$8,033.33	261	12.4	$47.51
Wausau, WI	13	32.3	$2,484.62	932	71.9	$77.15
St. Joseph, MO	1	3.5	$3,500.00	1199	55.6	$46.37
LaCrosse, WI	na	na	na	na	na	na
Reading Musical Fndn, PA	1	10.0	$10,000.00	900	71.0	$78.89
Columbus, IN	na	na	na	na	na	na
Manchester, NH	na	na	na	na	na	na
Newton, MA	na	na	na	na	na	na
Asheville, NC	na	na	na	na	na	na
Jackson, TN	3	12.8	$4,266.67	252	23.3	$92.46
(up to $100,000)						
Rockland County, NY	-	-	-	22.0	3.6	$163.64
Rapid City, SD	na	na	na	na	na	na
Lawton, OK	na	na	na	na	na	na
Lexington, NC	na	12.5	na	na	15.9	na
Albany, GA	na	na	na	na	na	na
Utica, NY	na	na	na	na	na	na
Rowan County, NC	-	-	-	5	0.4	$80.00
TOTAL	319	4448.4		234107	25218	
Average (a)			$13,749.32 (b)			$137.24 (c)

(a) Average gifts are shown in actual dollar amounts. Averages do not include figures from UAFs reporting less than five gifts in a category. Because of the extreme size of Omaha's average foundation gift, it has been omitted from the average. (c) Because of the extreme size of Natl Fund for Dance's average individual gift, it has been omitted from the average. (c) Not available or not applicable.

EXHIBIT C-5: ANALYSIS OF WORKPLACE GIVING AND CFC CAMPAIGNS

	WORKPLACE GIVING												CFC
United Arts Funds	Dollars Generated ($000)	# of Gifts	# Employers Participating	# w/ Payoll Deduction	# of New Employers	# for execs only with payroll ded.	# for execs only w/out payroll ded.	# for all employees w/ payroll ded.	# for all employees w/o payroll ded.	Do you include profs.?[b]	# years of prog.	Plan to start in 91	$ Received from CFC
($2,000,000+)													
Music Center (L.A.)	-	-	-	-	-	-	-	-	-	na	-	no	-
Orlando, FL	16.6	130	9	2	2	-	-	2	7	no	2	-	-
Lincoln Center, NY	-	-	-	-	-	-	-	-	-	na	-	no	-
Milwaukee, WI	1150.0	18500	190	86	35	8	5	95	18	yes	11	-	-
Cincinnati, OH	2078.9	33820	350	165	10	(there are 350 programs and 165 offer payroll ded.)				yes	20	-	-
Louisville, KY	1553.7	26166	99	95	30	-	-	56	4	yes	10	-	-
Woodruff Center (Atlanta)	306.2	364 (a)	20	0	3	-	22	-	-	na	7	-	-
Birmingham, AL	241.0	2898	42	18	10	1	0	18	24	yes	5	-	-
St. Louis, MO	658.8	11419	215	42	10	12	110	32	61	yes	27	-	$839.00
Charlotte, NC	1160.0	26200	188	69	0	4	65	69	119	yes	20	-	-
($1,000,000-$1,999,999)													
Seattle, WA	-	-	-	-	-	-	-	-	-	na	-	yes	-
New Orleans, LA	-	-	-	-	-	-	-	-	-	na	-	-	-
Memphis, TN	22.4	293	9	7	9	-	-	8	1	no	1	no	-
Omaha, NE	24.2	580	34	19	31	-	-	21	12	no	2	yes	-
Winston-Salem, NC	534.4	12272	63	20	5	10	21	42	40	yes	9	-	-
Hartford, CT	-	-	-	-	-	-	-	2	-	no	-	yes	-
Dayton, OH	131.0	2531	43	24	17	4	3	20	16	no	3	na	5994
Fort Worth, TX	52.7	na	25	6	20	0	2	6	16	no	2	-	-
Oklahoma City, OK	70.0	600	30	20	0	2	0	8	20	yes	3	-	-
Chattanooga, TN	38.4	488	17	6	0	7	10	0	0	no	10	-	-
St. Paul, MN *	na	na	na	na	na	na	na	na	na	na	na	na	na
Fort Wayne, IN	193.8	4800	76	41	5	3	8	37	27	no	6	-	-
Westchester, NY	-	-	-	-	-	na	na	na	na	na	-	no	-
($500,000-$999,999)													
Greensboro, NC	57.7	1448	36	1	5	1	31	-	4	yes	11	-	-
Canton, OH	16.0	252	12	8	0	4	5	8	2	yes	3	-	-
Norfolk, VA	-	-	-	-	-	-	-	-	-	na	-	no	-
($250,000-$499,999)													
Baton Rouge, LA	-	-	-	-	-	-	-	-	-	na	-	-	-
Columbia, SC	-	-	-	-	-	-	-	-	-	na	-	-	-
Charleston, WV	-	-	-	-	-	-	-	-	-	na	-	no	-
Broome County, NY	-	-	-	-	-	-	-	-	-	na	-	no	-
Raleigh, NC	55.4	1529	21	6	11	0	3	6	2	yes	3	-	$19.32
Lexington, KY	13.5	163	12	6	2	0	0	6	6	no	2	-	-
Harrisburg, PA	-	-	-	-	-	-	-	-	-	na	-	unsure	-
Grand Rapids, MI	-	-	-	-	-	-	-	-	-	na	-	no	-
Natl Corp Fund/Dance	-	-	-	-	-	-	-	-	-	na	-	no	-
Houston, TX	na	na	na	na	na	na	na	na	na	na	na	na	na
Battle Creek, MI	8.2	159	6	6	0	0	0	6	0	no	5	-	50
Mobile, AL	-	-	-	-	-	-	-	-	-	na	-	no	-
Parkersburg, WV	-	-	-	-	-	-	-	-	-	na	-	no	$178.00
Corp Theatre Fund, NY	-	-	-	-	-	-	-	-	-	na	-	-	-
Dutchess County, NY	-	-	-	-	-	-	-	-	-	na	-	no	-
Durham, NC *	na	na	na	na	na	na	na	na	na	na	na	na	na
Catawba County, NC	-	-	-	-	-	na	na	na	na	na	na	yes	-
($100,000-$249,000)													
The Depot (Duluth, MN)	0.5	10	1	1	0	-	-	1	-	na	3	-	-
High Point, NC	3.8	257	1	0	0	na	na	na	na	na	3	-	-
Chautauqua Cnty, NY	-	-	-	-	-	-	-	-	-	na	-	-	-
Erie, PA	3.3	200	1	0	0	0	1	0	0	yes	7	-	-
Wausau, WI	-	-	-	-	-	-	-	-	-	na	-	no	-
St. Joseph, MO	19.2	719	57	0	9	na	na	na	na	na	5	-	-
LaCrosse, WI	na	na	na	na	na	na	na	na	na	na	na	na	na
Reading Musical Fndn, PA	-	-	-	-	-	-	-	-	-	na	-	-	-
Columbus, IN *	na	na	na	na	na	na	na	na	na	na	na	na	na
Manchester, NH	na	na	na	na	na	na	na	na	na	na	na	na	na
Newton, MA	na	na	na	na	na	na	na	na	na	na	na	na	na
Asheville, NC *	na	na	na	na	na	na	na	na	na	na	na	na	na
Jackson, TN	-	-	-	-	-	-	-	-	-	na	-	no	
(up to $100,000)													
Rockland County, NY	-	-	-	-	-	-	-	-	-	na	-	-	-
Lawton, OK *	na	na	na	na	na	na	na	na	na	na	na	na	na
Lexington, NC	-	-	-	-	-	-	-	-	-	na	-	no	-
Rapid City, SD	na	na	na	na	na	na	na	na	na	na	na	na	na
Albany, GA	na	na	na	na	na	na	na	na	na	na	na	na	na
Utica, NY	na	na	na	na	na	na	na	na	na	na	na	na	na
Rowan County, NC	-	-	-	-	-	na	na	na	na	na	na	na	na
TOTAL	$409.7	145718	1557	648	214								$7,080.32

(a) Most of Atlanta's workplace giving solicitations are executive-only. * These cities conduct workplace giving campaigns, but breakouts were not available. (na) Not available or not applicable.
(b) Do you include professional giving in your workplace figures?

EXHIBIT C-6: ANALYSIS OF PROFESSIONAL GIVING

	Medical Professions									Other Professions								
	Physicians			Dentists			Other			Attorneys			Accountants			Realtors		
	No.	$000	Avg(a)	No.	$000	Avg(a)	No.	$000	Avg(a)	No.	$000	Avg(a)	No.	$000	Avg(a)	No.	$000	Avg(a)
United Arts Fund																		
($2,000,000+)																		
Music Center (L.A.)	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Orlando, FL	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Milwaukee, WI	1267	136.9	$108.05	na	na	na	na	na	na	1310	200.2	$152.82	613	49.5	$80.75	183	9.8	$53.55
Lincoln Center (NY)	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Cincinnati, OH	427	55.1	$129.04	60	3.3	$55.00	855	60.1	$70.29	1039	176.9	$169.39	536	63.5	$118.47	1680	63.7	$37.74
Louisville, KY	na	na	na	na	na	na	na	na	na	na	60.8	na	na	45.0	na	na	3.5	na
Woodruff Center (Atlanta)	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Birmingham, AL	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
St. Louis, MO	477	38.5	$80.71	85	3.9	$45.88	na	na	na	564	50.9	$90.25	321	23.1	$71.96	87	6.3	$72.41
Charlotte, NC	238	36.4	$152.94	73	3.5	$47.95	827	26.5	$32.04	567	71.3	$125.75	732	100.7	$137.57	242	28.1	$116.12
($1,000,000-$1,999,999)																		
Seattle, WA	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
New Orleans, LA	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Memphis, TN	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Omaha, NE	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Winston-Salem, NC	825	38.2	$46.30	27	2.0	$74.07	-	-	-	940	15.7	$16.70	364	8.9	$24.45	3	0.2	$66.67
Hartford, CT	43	4.2	$97.67	10	0.7	$65.00	-	-	-	na	36.1	na	na	68.0	na	na	36.0	na
Dayton, OH	205	56.2	$274.15	42	6.6	$157.14	246	17.6	$71.54	137	30.6	$223.36	141	37.2	$263.83	61	11.3	$185.25
Fort Worth, TX	na	na	na	na	na	na	29	4.1	$141.38	80	7.1	$88.75	84	7.6	$90.48	13	0.9	$68.08
Oklahoma City, OK	218	57.8	$265.14	53	4.7	$88.68	-	-	-	170	30.3	$178.24	156	23.1	$148.08	70	10.8	$154.29
Chattanooga, TN	179	22.3	$124.58	26	3.5	$134.62	4	0.3	$75.00	117	12.5	$106.84	88	10.3	$117.05	11	0.5	$45.45
St. Paul, MN	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Fort Wayne, IN	161	26.4	$163.98	37	4.3	$116.22	26	2.6	$100.00	181	19.8	$109.39	78	4.9	$62.82	55	4.9	$89.09
Westchester, NY	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
($500,000-$999,999)																		
Greensboro, NC	199	33.7	$169.35	26	2.0	$76.92	-	-	-	133	12.5	$93.98	120	16.5	$138.91	33	7.9	$225.71
Cult'l Center (Canton, OH)	na	na	na	na	na	na	na	na	na	85	13.9	$163.53	63	3.5	$55.56	-	-	-
Norfolk, VA	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
($250,000-$499,999)																		
Baton Rouge, LA	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Columbia, SC	na	2.2	na	na	na	na	na	na	na	na	10.0	na	na	12.7	na	na	12.2	na
Charleston, WV	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Broome County, NY	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Raleigh, NC	46	3.4	$73.91	na	na	na	na	na	na	120	8.8	$73.33	130	22.4	$172.54	8	5.0	$625.00
Lexington, KY	26	2.4	$92.31	7	0.45	$64.29	-	-	-	56	10.1	$180.36	6	2.2	$366.67	-	-	-
Harrisburg, PA	na	20.4	na	na	3.1	na	na	na	na	na	24.8	na	na	8.9	na	na	na	na
Grand Rapids, MI	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Natl Corp Fund/Dance	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Houston, TX	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Battle Creek, MI	73	8.2	$112.33	12	1.0	$85.83	-	-	-	21	1.9	$90.48	-	-	-	-	-	-
Mobile, AL	98	13.5	$137.76	5	0.4	$70.00	-	-	-	74	4.4	$59.46	9	0.8	$88.89	4	0.2	$50.00
Parkersburg, WV	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Corp Theatre Fund, NY	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Dutchess County, NY	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Durham, NC	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Catawba County, NC	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
($100,000-$249,000)																		
The Depot (Duluth, MN)	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
High Point, NC	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Chautauqua Cnty, NY	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Erie, PA	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Wausau, WI	14	1.3	$92.86	5	0.4	$70.00	na	na	na	24	1.4	$58.33	5	0.4	$80.00	2	0.1	$35.00
St. Joseph, MO	68	9.8	$144.12	21	1.6	$76.19	32	1.9	$59.38	70	4.4	$62.86	9	0.9	$96.11	43	1.4	$32.56
LaCrosse, WI	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Reading Musical Fnds, PA	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Columbus, IN	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Manchester, NH	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Newton, MA	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Asheville, NC	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Jackson, TN	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
($100,000)																		
Rockland County, NY	na	na	na	na	na	na	na	na	na	2	1.0	$500.00	2	0.4	$200.00	na	na	na
Rapid City, SD	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Lawton, OK	na	na	na	na	na	na	45	5.9	$131.11	21	1.1	$52.38	4	0.3	$81.25	8	0.7	$81.25
Lexington, NC	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Albany, GA	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Utica, NY	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Rowan County, NC	117	3.2	$27.35	36	1.2	$33.33	na	na	na	35	0.5	$12.86	na	na	na	60	0.4	$6.50
TOTAL	4681	570.1		525	42.5		2064	119.0		5746	806.1		3469	510.8		2573	203.8	
AVERAGE (a)			$112.13			$61.33			$66.34			$105.45			$116.90			$128.07

(a) Averages are shown in dollar amounts. Averages do not include figures from DAFs reporting less than five gifts in a category.

(na) Not available or not applicable.

EXHIBIT C-6: ANALYSIS OF PROFESSIONAL GIVING (Continued)

	Teachers/Profs			Engineers			Other Professions: Investment Professionals			Other Professions: Architects			Other		
	No.	$000	Avg(a)	No.	$000	Avg(a)	No.	$000	Avg(a)	No.	$000	Avg(a)	No.	$000	Avg(a)
United Arts Fund															
($2,000,000+)															
Music Center (L.A.)	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Orlando, FL	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Milwaukee, WI	1288	64.2	$49.84	na	na	na	330	57.3	$173.64	na	na	na	na	na	na
Lincoln Center (NY)	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Cincinnati, OH	1130	52.3	$46.28	(included w/ architects)			310	59.5	$191.94	392	22.7	$57.76	2477	134.2	$54.18
Louisville, KY	na	39.2	na	na	na	na	na	na	na	na	2.5	na	na	na	na
Woodruff Center (Atlanta)	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Birmingham, AL	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
St. Louis, MO	3217	106.7	$33.17	57	3.7	$64.91	138	17.7	$128.26	172	8.5	$49.42	na	na	na
Charlotte, NC	6328	116.2	$18.36	na	na	na	355	36.8	$103.66	360	23.4	$70.36	2294	41.1	$17.91
($1,000,000-$1,999,999)															
Seattle, WA	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
New Orleans, LA	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Memphis, TN	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Omaha, NE	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Winston-Salem, NC	3975	58.3	$14.67	1	0.1	$60.00	-	-	-	5	0.2	$40.00	1	0.1	$50.00
Hartford, CT	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Dayton, OH	na	na	na	60	14.4	$240.00	49	18.6	$379.59	na	na	na	32	6.8	$169.22
Fort Worth, TX	na	na	na	1	0.6	$600.00	na	na	na	na	1.6	na	na	10.3	na
Oklahoma City, OK	-	-	-	116	18.6	$160.34	164	49.6	$302.44	75	9.1	$121.33	504	194.5	$207.84
Chattanooga, TN	231	6.8	$29.44	12	1.4	$116.67	-	-	-	14	1.6	$100.00	31	3.2	$103.22
St. Paul, MN	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Fort Wayne, IN	1215	26.1	$21.48	87	3.3	$37.93	22	2.1	$95.45	35	3.1	$88.57	248	20.6	$82.97
Westchester, NY	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
($500,000-$999,999)															
Greensboro, NC	959	17.5	$18.25	13	1.3	$100.00	15	4.1	$273.33	9	0.9	$100.00	34	4.1	$113.89
Cult'l Center (Canton, OH)	30	1.0	$33.33	-	-	-	-	-	-	6	0.2	$40.00	8	0.6	$75.75
Norfolk, VA	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
($250,000-$499,999)															
Baton Rouge, LA	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Columbia, SC	na	na	na	na	2.4	na	na	14.2	na	na	2.5	na	na	na	na
Charleston, WV	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Broome County, NY	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Raleigh, NC	578	7.2	$12.53	17	2.3	$135.29	10	5.7	$570.00	na	na	na	na	na	na
Lexington, KY	-	-	-	-	-	-	-	-	-	6	2.2	$366.67	-	-	-
Harrisburg, PA	na	na	na	na	10.1	na	na	na	na	na	na	na	na	na	na
Grand Rapids, MI	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Natl Corp Fund/Dance	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Houston, TX	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Battle Creek, MI	135	6.3	$46.67	-	-	-	-	-	-	-	-	-	-	-	-
Mobile, AL	68	1.4	$20.59	9	0.6	$66.67	4	0.3	$75.00	9	0.5	$55.56	-	-	-
Parkersburg, WV	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Corp Theatre Fund, NY	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Dutchess County, NY	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Durham, NC	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Catawba County, NC	na	na	na	na	na	na	na	na	na	na	na	na	4823	266.8	$55.32
($100,000-$249,000)															
The Depot (Duluth, MN)	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
High Point, NC	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Chautauqua Cnty, NY	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Erie, PA	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Wausau, WI	165	1.9	$11.52	4	0.1	$22.50	31	1.4	$45.16	na	na	na	682	65.0	$95.31
St. Joseph, MO	538	9.9	$18.40	1	0.1	$50.00	7	0.4	$57.14	3	0.2	$73.33	-	-	-
LaCrosse, WI	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Reading Musical Fndn, PA	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Columbus, IN	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Manchester, NH	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Newton, MA	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Asheville, NC	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Jackson, TN	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
($100,000)															
Rockland County, NY	na	na	na	1	0.1	$100.00	2	2.0	$1,000.00	4	0.2	$50.00	na	12.4	na
Rapid City, SD	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Lawton, OK	-	-	-	-	-	-	8	0.9	$115.63	-	-	-	-	-	-
Lexington, NC	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Albany, GA	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Utica, NY	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Rowan County, NC	na	na	na	na	na	na	na	na	na	na	na	na	532	38.9	$73.05
TOTAL	19857	515.0		379	59.0		1445	270.6		1093	82.5		12598	730.7	
AVERAGE (a)			$25.44			$122.73			$203.02			$99.08			$84.91

(a) Averages are shown in dollar amounts. Averages do not include figures from UAFs reporting less than five gifts in a category.

(na) Not available or not applicable.

EXHIBIT V-7 ANALYSIS OF GOVERNMENT SUPPORT

	Included in Campaign					Separate from Campaign					
	City	County	State	Federal	Total	City	County	State	Federal	Total	Grand Total
[illegible]						10.0	-	57.0	10.0	77.0	77.0
[illegible]	62.3	1861.1	691.1	na	3331.9	134.0	311.8	15.0	-	482.7	2616.6
[illegible]						-	-	-	-	-	-
[illegible]						-	-	-	-	-	-
[illegible]						-	-	-	-	-	-
[illegible]	na	na	na	na	na	na	na	na	na	na	na
[illegible]						141.0	865.0	360.0	209.9	1699.9	1699.9
[illegible]	600.0	337.0	33.0		1180.0	-	-	-	-	-	1100.0
[illegible]						-	-	-	-	-	-
[illegible]						653.0	253.0	130.0	67.0	1102.0	1102.0
[illegible]						-	-	-	-	-	-
[illegible]						-	-	-	-	-	-
[illegible]	193.0	193.0	14.3	-	389.9	125.0	125.0	278.3	-	528.3	1038.2
[illegible]						-	-	-	-	-	-
[illegible]	193.0	193.0	-	2.3	293.0	29.0	30.0	76.7	50.0	185.7	478.2
[illegible]						-	-	-	-	-	-
[illegible]						-	-	-	-	-	-
[illegible]						97.9	-	36.9	-	134.8	134.8
[illegible]						-	-	-	-	-	-
[illegible]	44.3	25.3	-	-	98.0	152.8	127.8	73.0	-	353.5	451.5
[illegible]						-	-	-	-	-	-
[illegible]						74.0	5.2	45.5	-	129.7	129.7
[illegible]		491.0	67.0	42.0	640.0	-	96.3	195.3	15.3	306.9	796.9
[illegible]											
[illegible]		33.0	33.0	-	113.3	-	52.5	-	-	52.5	166.0
[illegible]						12.0	-	-	-	12.0	12.0
[illegible]						-	-	-	-	-	-
						-	-	-	-	-	-
[illegible]						-	-	-	-	-	-
[illegible]						-	-	-	-	0.0	0.0
[illegible]						15.0	30.0	21.3	-	66.3	66.3
[illegible]	55.0				55.0	-	-	3.0	-	3.0	58.0
[illegible]	1.0	200.0	-	-	202.0	-	12.0	78.0	-	90.0	293.0
[illegible]						-	-	-	-	-	-
[illegible]						250.0	-	76.0	76.0	402.0	402.0
[illegible]						-	-	5.0	-	5.0	5.0
[illegible]						-	-	-	-	-	-
[illegible]						-	-	-	-	-	-
[illegible]	na	na	na	na	na	na	na	na	na	na	na
[illegible]						-	-	11.0	-	11.0	11.0
[illegible]	78.8	25.6	34.5	-	138.9	-	-	-	-	-	138.9
[illegible]	13.6	9.3	9.3	-	32.2	-	-	32.2	-	32.2	64.4
[illegible]	-	-	-	-	-	-	-	-	-	-	-
[illegible]	na	na	na	na	na	na	na	na	na	na	na
[illegible]	na	na	na	na	na	na	na	na	na	na	na
[illegible]	na	na	na	na	na	34.4	80.0	na	na	114.3	114.3
($100,000-$249,000)											
[illegible]	-	-	-	-	-	-	-	-	-	-	-
[illegible]	na	na	na	na	na	na	na	na	na	na	na
[illegible]	na	na	na	na	na	na	na	na	na	na	na
[illegible]	-	-	50.0	-	50.0	25.0	25.0	24.0	-	74.0	124.0
[illegible]	-	-	-	-	-	17.5	-	-	-	17.5	17.5
[illegible]	-	-	-	-	-	-	-	19.5	-	19.5	19.5
[illegible]	na	na	na	na	na	na	na	na	na	na	na
[illegible]	na	na	na	na	na	na	na	na	na	na	na
[illegible]	na	na	na	na	na	na	na	na	na	na	na
[illegible]	-	-	-	-	-	5.0	-	-	-	5.0	5.0
[illegible]	na	na	na	na	na	na	na	na	na	na	na
[illegible]	-	-	-	-	-	50.0	12.0	101.3	-	163.3	163.3
(up to $100,000)											
[illegible]	na	na	na	na	na	na	80.0	100.0	na	180.0	180.0
[illegible]	na	na	na	na	na	na	na	na	na	na	na
[illegible]	-	-	-	-	-	-	-	-	-	-	-
[illegible]	na	na	na	na	na	na	na	na	na	na	na
[illegible]	na	na	na	na	na	na	na	na	na	na	na
[illegible]	na	na	na	na	na	na	na	na	na	na	na
[illegible]	na	na	na	na	na	27.5	21.0	na	na	48.5	48.5
TOTAL	1993.8	2445.4	732.1	45.5	5216.8	1903.1	2126.6	1739.0	528.2	6296.9	11513.7

(na) Not available or not applicable.

EXHIBIT D
Allocations

D-1	Analysis of How Money Was Spent	39
D-2	Allocations Summary	40
D-3	Allocations to Symphony and Opera	42
D-4	Allocations to Dance and Theater	43
D-5	Allocations to Museums and Arts Centers	44
D-6	Allocations to Arts Councils and Festivals	45
D-7	Allocations to Misc. Visual Arts and Misc. Music Groups	46
D-8	Allocations to Misc. Cultural Groups and Arts Education	47
D-9	Total UAF and Total Organizational Expenses	48

EXHIBIT D-1: ANALYSIS OF HOW MONEY WAS SPENT *

United Arts Fund	Arts Support: General Operating $000	Arts Support: Project Grants $000	Arts Support: Other $000	UAF Costs $000	Reserve/ Bad Debt $000	Other $000	Total $000
($2,000,000+)							
Music Center (L.A.)	12802.2	1000.0	-	1545.3	-	-	15347.5
Orlando, FL	4368.3	249.0	1506.7	768.2	1038.0	58.5	7988.7
Milwaukee, WI	na	na	na	na	na	na	na
Lincoln Center, NY	na	na	na	na	na	na	na
Cincinnati, OH	4886.0	140.0	-	452.1	161.7	165.9	5805.7
Louisville, KY	3001.2	80.0	100.0	412.8	100.0	100.0	3794.0
Woodruff Center (Atlanta)	3294.7	-	-	266.0	50.0	-	3610.7
Birmingham, AL	2508.0	400.0	-	101.0	-	-	3009.0
St. Louis, MO	2012.0	113.0	30.0	445.0	26.0	-	2626.0
Charlotte, NC	2520.0	250.0	-	210.0	100.0	-	3080.0
($1,000,000-$1,999,999)							
Seattle, WA	1358.8	-	-	287.9	14.3	179.3	1840.3
New Orleans, LA	1520.1	310.0	-	2.8	-	-	1832.9
Memphis, TN	1400.0	262.0	440.0	300.0	10.0	33.0	2445.0
Omaha, NE	1544.3	28.2	-	173.8	-	-	1746.3
Winston-Salem, NC	909.8	134.0	108.3	415.0	62.5	157.4	1787.0
Hartford, CT	1297.0	-	-	216.6	43.6	15.0	1572.2
Dayton, OH	1072.0	47.4	21.2	438.6	4.0	85.6	1668.8
Fort Worth, TX	1001.0	285.7	-	950.8	30.0	-	2267.5
Oklahoma City, OK	1000.0	-	-	195.5	16.1	-	1211.6
Chattanooga, TN	1137.2	108.0	0.0	241.3	31.4	131.9	1649.8
St. Paul, MN	na	na	na	na	na	na	na
Fort Wayne, IN	744.6	60.0	12.5	270.2	22.4	11.2	1120.9
Westchester, NY	-	733.1	-	141.4	-	135.5	1010.0
($500,000-$999,999)							
Greensboro, NC	497.5	34.9	108.3	72.9	4.5	5.0	723.1
Cult'l Center (Canton, OH)	467.3	-	-	78.8	-	-	546.1
Norfolk, VA	542.2	-	-	-	-	-	542.2
($250,000-$499,999)							
Baton Rouge, LA	413.9	-	21.9	46.7	4.9	12.4	499.8
Columbia, SC	416.0	50.4	-	-	-	na	466.4
Charleston, WV	420.0	10.0	-	69.5	-	-	499.5
Broome County, NY	421.6	-	-	55.0	-	-	476.6
Raleigh, NC	380.0	-	-	67.5	23.2	-	470.7
Lexington, KY	551.3	77.3	-	72.2	-	-	700.8
Harrisburg, PA	225.0	-	15.0	-	-	-	240.0
Grand Rapids, MI	na	na	na	na	na	na	na
Natl Corp Fund/Dance	na	na	na	na	na	na	na
Houston, TX	na	na	na	na	na	na	
Battle Creek, MI	136.0	30.0	135.6	15.0	2.0	-	318.6
Mobile, AL	na	na	na	na	na	na	na
Parkersburg, WV	136.1	44.0	86.0	13.0	5.0	1.1	285.2
Corp Theatre Fund, NY	na	na	na	na	na	na	na
Dutchess County, NY	205.5	19.0	7.5	45.0	-	-	277.0
Durham, NC	na	na	na	na	na	na	na
Catawba County, NC	254.1	-	-	15.0	4.0	-	273.1
($100,000-$249,000)							
The Depot (Duluth, MN)	219.8	-	-	47.1	-	11.9	278.8
High Point, NC	127.3	-	-	6.0	3.0	102.9	239.2
Chautauqua Cnty, NY	na	na	na	na	na	na	na
Erie, PA	198.0	0.0	0.0	10.5	0.2	3.3	212.0
Wausau, WI	55.0	-	-	21.3	5.9	82.0	164.2
St. Joseph, MO	132.8	-	-	13.4	3.5	2.3	152.0
LaCrosse, WI	na	na	na	na	na	na	na
Reading Musical Fndn (PA)	na	na	na	na	na	na	na
Columbus, IN	na	na	na	na	na	na	na
Manchester, NH	na	na	na	na	na	na	na
Asheville, NC	na	na	na	na	na	na	na
Jackson, TN	65.0	38.6	-	15.0	1.5	15.5	135.6
(up to $100,000)							
Rockland County, NY	67.7	-	2.0	18.8	5.5	-	94.0
Rapid City, SD	57.8	-	-	19.6	-	-	77.4
Lawton, OK	na	na	na	na	na	na	na
Lexington, NC	19.0	10.0	1.0	73.5	3.2	43.0	149.7
Albany, GA	na	na	na	na	na	na	na
Utica, NY	na	na	na	na	na	na	na
Rowan County, NC	37.2	-	-	5.9	1.0	-	44.0
TOTAL	54423.3	4514.6	2596.0	8616.0	1777.4	1352.7	73279.9
Average	74.3	6.2	3.5	11.8	2.4	1.8	

* For complete breakout of UAF and organizational expenses, see Exhibit D-9. (na) Not available

EXHIBIT D-2: ALLOCATIONS SUMMARY

United Arts Fund	Symphonies $000	Symphonies %	Opera $000	Opera %	Dance $000	Dance %	Theatre $000	Theatre %	Museums $000	Museums %	Arts Centers $000	Arts Centers %	Arts Councils $000	Arts Councils %
($2,000,000+)														
Music Center (L.A.)	4750.0	36.1	2400.0	18.2	1256.5	9.6	3750.0	28.5	-	-	-	-	-	-
Orlando, FL	2599.1	43.8	799.2	13.5	280.4	4.7	202.5	3.4	1058.9	8.0	20.0	0.2	58.5	0.4
Milwaukee, WI	2377.7	50.2	736.8	15.6	667.1	14.1	809.7	17.1	-	-	-	-	-	-
Lincoln Center (N.Y.)	523.3	13.5	1375.3	35.5	552.4	14.3	334.7	8.6	-	-	66.9	1.4	-	-
Cincinnati, OH	1462.0	32.0	461.8	10.1	430.6	9.4	563.1	12.3	1393.3	30.5	-	-	-	-
Louisville, KY	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Woodruff Center (Atlanta)	2447.0	48.4	-	-	-	-	1171.0	19.3	1043.0	17.2	704.0	11.6	-	-
Birmingham, AL	na	na	na	na	na	na	na	na	na	na	na	na	na	na
St. Louis, MO	-	-	370.0	18.9	160.0	8.2	505.0	25.8	-	-	-	-	-	-
Charlotte, NC	806.0	14.0	455.0	9.0	-	-	209.0	4.1	551.0	28.2	333.0	17.0	-	-
($1,000,000-$1,999,999)														
Seattle, WA	257.3	18.9	218.8	16.1	198.2	14.6	398.2	29.3	226.2	16.6	36.0	2.6	-	-
New Orleans, LA	1087.6	60.1	197.6	10.9	215.0	11.9	-	-	-	-	-	-	310.0	22.8
Memphis, TN	360.0	25.7	212.0	15.1	80.0	5.7	250.0	17.9	333.0	18.4	-	-	-	-
Omaha, NE	290.0	18.4	294.3	18.7	126.9	8.1	292.5	18.6	419.9	30.0	-	-	101.6	7.3
Winston-Salem, NC	157.0	10.7	65.0	4.4	-	-	263.3	18.0	85.2	5.4	95.3	6.1	415.0	26.4
Hartford, CT	210.0	16.2	141.0	10.9	151.5	11.7	213.5	16.5	195.0	13.3	-	-	-	-
Dayton, OH	385.0	35.2	203.0	18.6	350.0	32.0	2.5	0.2	-	-	-	-	3.0	0.2
Fort Worth, TX	360.0	36.0	190.0	19.0	170.0	17.0	75.0	7.5	-	-	-	-	-	-
Oklahoma City, OK	290.0	29.0	-	-	150.0	15.0	70.0	7.0	215.0	21.5	-	-	77.5	7.7
Chattanooga, TN	299.0	32.3	-	-	25.0	2.7	-	-	457.0	45.7	-	-	-	-
St. Paul, MN	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Fort Wayne, IN	239.0	34.9	-	-	82.9	12.1	141.4	20.7	130.3	19.0	-	-	-	-
Westchester, NY	114.5	16.5	-	-	32.2	4.7	165.0	23.8	121.7	17.8	132.5	19.4	4.5	0.7
($500,000-$999,999)														
Greensboro, NC	133.2	18.4	-	-	39.7	5.5	47.9	6.6	-	-	31.4	4.3	225.5	31.2
Cult'l Center (Canton, OH)	166.7	30.5	15.0	2.7	63.5	11.6	51.7	9.5	121.0	16.7	78.8	10.9	-	-
Norfolk, Va	144.0	26.6	135.5	25.0	19.0	3.5	70.0	12.9	84.2	15.4	23.0	4.2	-	-
($250,000-$499,999)														
Baton Rouge, LA	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Columbia, SC	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Charleston, WV	126.5	30.1	16.0	3.8	14.5	3.5	25.0	6.0	215.0	51.2	-	-	-	-
Broome County, NY	89.3	18.7	51.7	10.8	-	-	-	-	269.3	62.0	-	-	55.0	13.1
Raleigh, NC	31.5	8.5	-	-	8.0	2.1	84.0	22.1	-	-	34.0	7.1	30.0	6.3
Lexington, KY	115.0	20.8	-	-	123.0	22.3	134.0	24.3	60.0	15.8	86.8	22.8	-	-
Harrisburg, PA	75.0	26.9	5.0	1.8	10.0	3.6	53.0	19.0	35.0	6.3	33.0	6.0	10.0	1.8
Grand Rapids, MI	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Natl Corp Fund/Dance	-	-	-	-	246.1	100.0	-	-	-	-	-	-	-	-
Houston, TX	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Battle Creek, MI	38.0	27.9	-	-	-	-	8.0	5.9	-	-	37.3	15.2	-	-
Mobile, AL	24.0	25.3	-	-	14.5	15.3	37.5	39.5	-	-	-	-	-	-
Parkersburg, WV	-	-	-	-	6.0	4.4	75.0	55.1	-	-	51.8	54.5	-	-
Corp Theatre Fund, NY	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Dutchess County, NY	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Durham, NC	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Catawba County, NC	44.1	16.5	-	-	-	-	33.2	12.4	110.0	41.1	-	-	53.6	20.0
($100,000-$249,000)														
The Depot (Duluth, MN)	75.5	48.2	-	-	32.8	17.4	8.4	4.5	48.2	25.6	-	-	-	-
High Point, NC	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Chautauqua, NY	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Erie, PA	67.0	33.5	-	-	17.8	8.9	31.3	15.6	34.0	17.0	-	-	40.0	20.0
Wausau, WI	-	-	-	-	4.2	7.6	20.3	36.9	-	-	-	-	-	-
St. Joseph, MO	38.7	31.7	-	-	-	-	21.5	17.6	-	-	-	-	22.0	40.0
Columbus, IN	na	na	na	na	na	na	na	na	na	na	na	na	na	na
LaCrosse, WI	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Reading Musical Fnds, PA	95.0	51.1	30.0	16.1	-	-	-	-	-	-	-	-	-	-
Manchester, NH	17.5	25.4	5.2	7.5	-	-	12.5	18.1	22.0	31.9	11.8	17.1	-	-
Asheville, NC	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Jackson, TN	53.8	44.9	-	-	12.2	10.2	34.1	28.4	-	-	-	-	0.5	0.4
(up to $100,000)														
Rockland County, NY	1.5	2.8	-	-	-	-	11.4	21.2	10.7	19.9	22.0	40.8	-	-
Rapid City, SD	19.2	28.4	-	-	7.7	11.4	9.3	13.7	10.2	15.9	21.3	39.5	-	-
Lawton, OK	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Lexington, NC	-	-	-	-	-	-	10.6	55.6	-	-	-	-	-	-
Albany, GA	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Utica, NY	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Rowan County, NC	30.0	27.3	-	-	-	-	18.5	25.3	-	-	18.7	25.5	16.0	21.9
TOTAL	28390.0		8378.2		5547.7		10213.6		7240.1		1837.6		1422.7	
Percentage of UAF funds (a)		31.1		12.8		8.5		15.6		11.0		2.8		2.2

(a) This is a percentage of all UAF funds allocated. For average amounts going to each discipline, please see exhibits D-3 through D-8.
(b) This figure is total amount allocated, not total amount raised in campaign. (na) Not available.

EXHIBIT D-2: ALLOCATIONS SUMMARY (Continued)

United Arts Fund	Festivals $000	Festivals %	Misc. Vis. Arts $000	Misc. Vis. Arts %	Misc. Music Groups $000	Misc. Music Groups %	Misc. Cult. Groups $000	Misc. Cult. Groups %	Arts Education $000	Arts Education %	Other $000	Other %	Total Funds $000(b)	Total Funds %
($2,000,000+)														
Music Center (L.A.)	-	-	-	-	400.0	3.0	-	-	600.0	4.6	-	-	13156.5	100.0
Orlando, FL	142.2	1.1	80.0	0.6	-	-	692.7	11.7	-	-	-	-	5933.5	100.0
Milwaukee, WI	-	-	-	-	110.2	2.3	-	-	-	-	34.4	0.7	4735.9	100.0
Lincoln Center (N.Y.)	-	-	-	-	85.9	2.2	-	-	-	-	935.4	24.1	3873.9	100.0
Cincinnati, OH	-	-	-	-	176.0	3.9	-	-	-	-	82.7	1.8	4569.5	100.0
Louisville, KY	na	na	na	na	na	na	na	na	na	na	na	na	0.0	na
Woodruff Center (Atlanta)	-	-	-	-	-	-	-	-	698.0	11.5	-	-	6063.0	100.0
Birmingham, AL	na	na	na	na	na	na	na	na	na	na	na	na	0.0	na
St. Louis, MO	-	-	-	-	-	-	-	-	424.0	21.7	498.0	25.4	1957.0	100.0
Charlotte, NC	-	-	31.0	1.6	38.0	0.8	-	-	97.0	1.9	2520.0	50.0	5040.0	100.0
($1,000,000-$1,999,999)														
Seattle, WA	-	-	-	-	24.1	1.8	-	-	-	-	-	-	1358.8	100.0
New Orleans, LA	-	-	-	-	-	-	-	-	-	-	-	-	1810.2	100.0
Memphis, TN	-	-	-	-	-	-	90.0	6.4	75.0	5.4	-	-	1400.0	100.0
Omaha, NE	-	-	6.8	0.5	23.5	1.5	3.0	0.2	13.9	0.9	0.3	0.0	1572.7	100.0
Winston-Salem, NC	-	-	55.2	3.5	16.1	1.1	123.0	8.4	145.0	9.9	41.5	2.8	1461.6	100.0
Hartford, CT	13.5	0.9	51.0	3.5	42.0	3.2	88.5	6.8	17.5	1.3	173.5	13.4	1297.0	100.0
Dayton, OH	3.5	0.3	2.5	0.2	16.8	na	52.0	4.8	75.0	6.9	-	na	1093.3	100.0
Fort Worth, TX	-	-	-	-	206.0	20.6	-	-	-	-	-	-	1001.0	100.0
Oklahoma City, OK	-	-	-	-	15.0	1.5	-	-	-	-	182.5	18.3	1000.0	100.0
Chattanooga, TN	-	-	10.0	1.0	66.0	7.1	68.0	7.4	-	-	-	-	925.0	100.0
St. Paul, MN	na	na	na	na	na	na	na	na	na	na	na	na	0.0	na
Fort Wayne, IN	-	-	-	-	-	-	76.4	11.2	-	-	14.0	2.0	684.0	100.0
Westchester, NY	4.0	0.6	20.9	3.1	22.1	3.2	5.6	0.8	60.5	8.7	8.5	1.2	692.0	100.0
($500,000-$999,999)														
Greensboro, NC	130.6	18.1	80.9	11.2	-	-	-	-	33.8	4.7	-	-	723.0	100.0
Cult'l Center (Canton, OH)	-	-	-	-	-	-	-	-	-	-	49.5	9.1	546.2	100.0
Norfolk, Va	-	-	5.0	0.9	14.0	2.6	-	-	22.0	4.1	25.5	4.7	542.2	100.0
($250,000-$499,999)														
Baton Rouge, LA	na	na	na	na	na	na	na	na	na	na	na	na	0.0	na
Columbia, SC	na	na	na	na	na	na	na	na	na	na	na	na	0.0	na
Charleston, WV	-	-	-	-	23.0	5.5	-	-	-	-	-	-	420.0	100.0
Broome County, NY	-	-	-	-	13.3	2.8	-	-	8.6	1.8	-	-	478.2	100.0
Raleigh, NC	34.0	7.1	48.0	10.0	81.5	21.4	-	-	29.0	7.6	-	-	380.0	100.0
Lexington, KY	-	-	17.0	4.5	15.8	2.9	-	-	-	-	-	-	551.6	100.0
Harrisburg, PA	-	-	-	-	26.1	9.4	-	-	-	-	32.0	11.5	279.1	100.0
Grand Rapids, MI	na	na	na	na	na	na	na	na	na	na	na	na	0.0	na
Natl Corp Fund/Dance	-	-	-	-	-	-	-	-	-	-	-	-	246.1	100.0
Houston, TX	na	na	na	na	na	na	na	na	na	na	na	na	0.0	na
Battle Creek, MI	-	-	-	-	36.0	26.4	17.0	12.5	-	-	-	-	136.3	100.0
Mobile, AL	3.5	2.6	-	-	-	-	15.5	16.3	-	-	-	-	95.0	100.0
Parkersburg, WV	-	-	-	-	1.8	1.3	1.5	1.1	-	-	-	-	136.1	100.0
Corp Theatre Fund, NY	na	na	na	na	na	na	na	na	na	na	na	na	0.0	na
Dutchess County, NY	na	na	na	na	na	na	na	na	na	na	na	na	0.0	na
Durham, NC	na	na	na	na	na	na	na	na	na	na	na	na	0.0	na
Catawba County, NC	-	-	-	-	16.3	6.1	10.2	3.8	-	-	-	-	267.4	100.0
($100,000-$249,000)														
The Depot (Duluth, MN)	-	-	-	-	5.5	2.9	-	-	17.6	9.4	-	-	188.0	100.0
High Point, NC	na	na	na	na	na	na	na	na	na	na	na	na	0.0	na
Chautauqua, NY	na	na	na	na	na	na	na	na	na	na	na	na	0.0	na
Erie, PA	7.0	3.5	-	-	3.0	1.5	-	-	-	-	-	-	200.1	100.0
Wausau, WI	-	-	4.7	2.3	4.0	7.3	-	-	16.1	29.3	5.7	10.4	55.0	100.0
St. Joseph, MO	-	-	-	-	1.0	0.8	-	-	5.3	4.3	33.7	27.6	122.2	100.0
Columbus, IN	na	na	na	na	na	na	na	na	na	na	na	na	0.0	na
LaCrosse, WI	na	na	na	na	na	na	na	na	na	na	na	na	0.0	na
Reading Musical Fnds, PA	-	-	-	-	-	-	-	-	-	-	60.8	32.7	185.8	100.0
Manchester, NH	-	-	-	-	-	na	-	-	-	-	-	-	69.0	100.0
Asheville, NC	na	na	na	na	na	na	na	na	na	na	na	na	0.0	na
Jackson, TN	-	-	-	-	2.0	1.7	3.2	2.7	10.9	9.1	3.20	2.7	119.9	100.0
(up to $100,000)														
Rockland County, NY	-	-	-	-	8.3	15.4	-	-	-		-	-	53.9	100.0
Rapid City, SD	-	-	-	-	-	na	-	-	-	-	-	-	67.7	100.0
Lawton, OK	na	na	na	na	na	na	na	na	na	na	na	na	0.0	na
Lexington, NC	-	-	-	-	7.5	39.4	-	-	-	-	1.0	5.0	19.1	100.0
Albany, GA	na	na	na	na	na	na	na	na	na	na	na	na	0.0	na
Utica, NY	na	na	na	na	na	na	na	na	na	na	na	na	0.0	na
Rowan County, NC	-	-	-	-	-	na	-	-	-	-	-	-	73.2	100.0
													0.0	100.0
TOTAL	338.3		413.0		1500.8		1246.6		2349.2		4702.1		65579.9	
Percentage of UAF funds (a)		0.5		0.6		2.3		1.9		3.6		7.1		

(a) This is a percentage of all UAF funds allocated. For average amounts allocated to each discipline, please see exhibits D-3 through D-8.
(b) This figure is total amount allocated, not total amount raised in campaign. (na) Not available.

EXHIBIT D-3: ALLOCATIONS TO SYMPHONY AND OPERA

	Symphonies					Opera				
United Arts Fund	No. Funded	Total Op.Bud.	Total Allocated	% of Op.Bud.	% UAF Funds	No. Funded	Total Op.Bud.	Total Allocated	% of Op.Bud.	% UAF Funds
($2,000,000+)										
Music Center (L.A.)	1	29250.0	4750.0	16.2	30.9	1	11723.8	2400.0	20.5	15.6
Orlando, FL	1	3826.2	2599.1	67.9	37.0	1	1253.7	799.2	63.7	11.4
Milwaukee, WI	3	11198.3	2377.7	21.2	40.2	3	3561.8	736.8	20.7	12.5
Lincoln Center (N.Y.)	1	na	523.3	na	8.9	2	na	1375.3	na	23.4
Cincinnati, OH	1	22010.5	1461.9	6.6	28.6	1	2376.9	461.8	19.4	9.0
Louisville, KY	na	na	na	na	na	na	na	na	na	na
Woodruff Center (Atlanta)	1	15100.0	2447.0	16.2	67.8	-	-	-	-	-
Birmingham, AL	na	na	na	na	na	na	na	na	na	na
St. Louis, MO	-	-	-	-	-	1	3350.0	370.0	11.0	14.6
Charlotte, NC	1	3393.0	806.0	23.8	34.8	1	1525.0	455.0	29.8	19.7
($1,000,000-$1,999,999)										
Seattle, WA	3	7129.5	257.3	3.6	14.0	2	6606.2	218.8	3.3	11.9
New Orleans, LA	1	3800.0	1087.6	28.6	61.7	1	1200.0	197.5	16.5	11.2
Memphis, TN	1	2018.0	360.0	17.8	20.6	1	849.0	212.0	25.0	12.1
Omaha, NE	2	2604.2	290.0	11.1	16.8	1	1815.2	294.2	16.2	17.0
Winston-Salem, NC	1	1223.7	157.0	12.8	9.8	1	272.2	65.0	23.9	4.1
Hartford, CT	1	3044.1	210.0	6.9	14.2	2	1404.4	141.0	10.0	9.5
Dayton, OH	1	2157.6	385.0	17.8	26.5	2	1336.2	203.0	15.2	14.0
Fort Worth, TX	1	3710.0	360.0	9.7	25.8	1	843.0	190.0	22.5	13.6
Oklahoma City, OK	1	1166.9	290.0	24.9	23.5	-	-	-	-	-
Chattanooga, TN	1	1048.8	299.0	28.5	25.3	(combined with syaphony)				
St. Paul, MN	na	na	na	na	na	na	na	na	na	na
Fort Wayne, IN	1	1590.5	239.0	15.0	21.3	-	-	-	-	-
Westchester, NY	3	1580.2	114.5	7.2	11.3	-	-	-	-	-
($500,000-$999,999)										
Greensboro, NC	1	796.3	133.2	16.7	19.3	-	-	-	-	-
Cult'l Center (Canton, OH)	1	870.5	166.7	19.1	30.2	1	137.3	15.0	10.9	2.7
Norfolk, VA	6	2681.0	144.0	5.4	26.5	1	2701.5	135.5	5.0	25.0
($250,000-$499,999)										
Baton Rouge, LA	na	na	na	na	na	na	na	na	na	na
Columbia, SC	na	na	na	na	na	na	na	na	na	na
Charleston, WV	2	1095.6	126.5	11.5	26.5	1	88.7	16.0	-	-
Broome County, NY	2	930.0	89.3	9.6	18.7	1	750.0	51.7	na	10.8
Raleigh, NC	2	165.2	31.5	19.1	6.7	-	-	-	-	-
Lexington, KY	2	713.5	114.9	16.1	28.7	-	-	-	-	-
Harriaburg, PA	1	na	75.0	na	19.7	1	-	5.0	-	1.3
Grand Rapids, MI	na	na	na	na	na	na	na	na	na	na
Natl Corp Fund/Dance	na	na	na	na	na	na	na	na	na	na
Houston, TX	na	na	na	na	na	na	na	na	na	na
Battle Creek, MI	1	202.7	38.0	18.7	11.9	-	-	-	-	-
Mobile, AL	2	296.0	24.0	8.1	8.0	-	-	-	-	-
Parkersburg, WV	-	-	-	-	-	-	-	-	-	-
Corp Theatre Fund, NY	na	na	na	na	na	na	na	na	na	na
Dutchess County, NY	na	na	na	na	na	na	na	na	na	na
Durham, NC	na	na	na	na	na	na	na	na	na	na
Catawba County, NC	1	na	44.1	na	16.5	-	-	-	-	-
($100,000-$249,000)										
The Depot (Duluth, MN)	1	519.0	75.5	14.5	30.7	-	-	-	-	-
High Point, NC	na	na	na	na	na	na	na	na	na	na
Chautauqua Cnty, NY	na	na	na	na	na	na	na	na	na	na
Erie, PA	1	600.0	67.0	11.2	31.6	-	-	-	-	-
Wausau, WI	-	-	-	-	-	-	-	-	-	-
St. Joseph, MO	1	185.9	38.7	20.8	25.5	-	-	-	-	-
Columbus, IN	na	na	na	na	na	na	na	na	na	na
LaCrosse, WI	na	na	na	na	na	na	na	na	na	na
Reading Musical Fndn, PA	1	582.0	95.0	16.3	70.4	1	50.0	30.0	60.0	22.2
Manchester, NH	2	na	17.5	na	13.6	1	na	5.2	na	4.0
Asheville, NC	na	na	na	na	na	na	na	na	na	na
Jackson, TN	1	218.9	53.8	24.6	52.1	-	-	-	-	-
(up to $100,000)										
Rockland County, NY	1	27.9	1.5	5.4	1.6	-	-	-	-	-
Rapid City, SD	2	119.1	19.2	16.1	21.7	-	-	-	-	-
Lawton, OK	na	na	na	na	na	na	na	na	na	na
Lexington, NC	na	na	na	na	na	na	na	na	na	na
Albany, GA	na	na	na	na	na	na	na	na	na	na
Utica, NY	na	na	na	na	na	na	na	na	na	na
Rowan County, NC	1	130.0	20.0	15.4	45.5	-	-	na	na	na
TOTAL	57	125855.1	20369.8			28	41844.9	8378.0		
Average			522.3	17.3	27.2			380.8	22.0	13.3

(na) Not available

EXHIBIT D-4: ALLOCATIONS TO DANCE AND THEATER

	Dance					Theater				
United Arts Fund	No. Funded	Total Op. Bud.	Total Allocated	% of Op. Bud.	% UAF Funds	No. Funded	Total Op. Bud.	Total Allocated	% of Op. Bud.	% UAF Funds
($2,000,000+)										
Music Center (L.A.)	1	11264.0	1256.5	11.2	8.2	2	17307.0	3750.0	21.7	24.4
Orlando, FL	1	982.4	280.4	28.5	4.0	1	666.7	202.5	30.4	2.9
Milwaukee, WI	4	3636.2	667.1	18.3	11.3	6	5979.4	809.7	13.5	13.7
Lincoln Center (N.Y.)	1	na	552.4	na	9.4	1	na	334.7	na	5.7
Cincinnati, OH	1	3380.3	430.6	12.7	8.4	1	4005.6	563.1	14.1	11.0
Louisville, KY	na	na	na	na	na	na	na	na	na	na
Woodruff Center (Atlanta)	-	-	-	-	-	1	7851.0	1171.0	14.9	32.4
Birmingham, AL	na	na	na	na	na	na	na	na	na	na
St. Louis, MO	1	1807.3	160.0	8.9	6.3	2	4345.2	505.0	11.6	20.0
Charlotte, NC	-	-	-	-	-	3	1448.0	209.0	14.4	9.0
($1,000,000-$1,999,999)										
Seattle, WA	3	6758.8	198.2	2.9	10.8	8	10244.3	398.2	3.9	21.6
New Orleans, LA	1	1000.0	215.0	21.5	12.2	-	-	-	-	-
Memphis, TN	1	573.0	80.0	14.0	4.6	3	1548.0	250.0	16.1	14.3
Omaha, NE	2	894.3	126.9	14.2	7.4	8	3714.8	292.5	7.9	16.9
Winston-Salem, NC	-	-	-	-	-	3	898.6	263.3	29.3	16.4
Hartford, CT	3	2308.0	151.5	6.6	10.2	4	4013.5	213.5	5.3	14.4
Dayton, OH	2	2020.4	350.0	17.3	24.1	1	21.8	2.5	11.5	0.2
Fort Worth, TX	1	2050.0	170.0	8.3	12.2	2	na	75.0	na	5.4
Oklahoma City, OK	1	907.5	150.0	16.5	12.2	1	853.6	70.0	8.2	5.7
Chattanooga, TN	na	na	25.0	na	na	-	-	-	-	-
St. Paul, MN	na	na	na	na	na	na	na	na	na	na
Fort Wayne, IN	1	482.5	83.0	17.2	7.4	2	603.9	141.4	23.4	12.6
Westchester, NY	3	562.6	32.2	5.7	3.2	5	2839.9	165.0	5.8	16.3
($500,000-$999,999)										
Greensboro, NC	1	255.4	39.7	15.5	5.7	1	152.9	47.9	31.3	6.9
Cult'l Center (Canton, OH)	1	291.6	63.5	21.8	11.5	1	606.1	51.7	8.5	9.4
Norfolk, VA	2	1939.8	19.0	1.0	3.5	2	3243.0	70.0	2.2	12.9
($250,000-$499,999)										
Baton Rouge, LA	na	na	na	na	na	na	na	na	na	na
Columbia, SC	na	na	na	na	na	na	na	na	na	na
Charleston, WV	1	50.5	14.5	28.7	3.0	2	110.8	25.0	22.6	5.2
Broome County, NY	-	-	-	-	-	-	-	-	-	-
Raleigh, NC	1	96.0	8.0	8.3	1.7	3	855.6	84.0	9.8	17.8
Lexington, KY	2	625.5	123.0	19.7	30.8	4	574.3	133.9	23.3	33.5
Harrisburg, PA	1	na	10.0	na	2.6	5	na	53.0	na	13.9
Grand Rapids, MI	na	na	na	na	na	na	na	na	na	na
Natl Corp Fund/Dance	10	na	246.1	na	na	-	-	-	-	-
Houston, TX	na	na	na	na	na	na	na	na	na	na
Battle Creek, MI	-	-	-	-	-	1	40.2	8.0	19.9	2.5
Mobile, AL	1	242.2	14.5	6.0	4.9	4	329.7	37.5	11.4	12.6
Parkersburg, WV	1	46.7	6.0	12.8	2.1	3	366.1	75.0	20.5	26.3
Corp Theatre Fund, NY	na	na	na	na	na	na	na	na	na	na
Dutchess County, NY	na	na	na	na	na	na	na	na	na	na
Durham, NC	na	na	na	na	na	na	na	na	na	na
Catawba County, NC	-	-	-	-	-	1	na	33.2	na	12.5
($100,000-$249,000)										
The Depot (Duluth, MN)	1	325.7	32.8	10.1	13.3	1	176.9	8.4	4.7	3.4
High Point, NC	na	na	na	na	na	na	na	na	na	na
Chautauqua Cnty, NY	na	na	na	na	na	na	na	na	na	na
Erie, PA	1	280.0	17.7	6.3	8.3	1	500.0	31.2	6.2	14.7
Wausau, WI	1	7.4	4.2	56.8	2.6	2	118.2	20.2	17.1	12.3
St. Joseph, MO	1	18.0	1.0	5.6	0.7	1	122.0	23.4	19.2	15.4
Columbus, IN	na	na	na	na	na	na	na	na	na	na
LaCrosse, WI	na	na	na	na	na	na	na	na	na	na
Reading Musical Fndn, PA	-	-	-	-	-	-	-	-	-	-
Manchester, NH	-	-	-	-	-	1	na	12.5	na	9.7
Asheville, NC	na	na	na	na	na	na	na	na	na	na
Jackson, TN	1	35.6	12.2	34.3	11.8	1	50.9	34.1	67.0	33.0
(up to $100,000)										
Rockland County, NY	-	-	-	-	-	1	207.2	11.4	5.5	12.1
Rapid City, SD	1	38.1	7.7	20.2	8.7	1	60.8	9.2	15.1	10.4
Lawton, OK	na	na	na	na	na	na	na	na	na	na
Lexington, NC	-	-	-	-	-	3	57.2	10.5	18.4	14.8
Albany, GA	na	na	na	na	na	na	na	na	na	na
Utica, NY	na	na	na	na	na	na	na	na	na	na
Rowan County, NC	-	-	-	-	-	1	114.2	18.5	16.2	42.0
TOTAL	54	42879.8	5548.7			93	73913.2	10196.5		
Average			166.1	17.3	9.4			261.4	18.4	15.4

(na) Not available

EXHIBIT D-5: ALLOCATIONS TO MUSEUMS AND ARTS CENTERS

	Museums					Arts Centers				
United Arts Fund	No. Funded	Total Op. Bud.	Total Allocated	% Op. Bud	% UAF Funds	No. Funded	Total Op. Bud.	Total Allocated	% Op. Bud.	% UAF Funds
($2,000,000+)										
Music Center (L.A.)	-	-	-	-	-	-	-	-	-	-
Orlando, FL	1	1694.9	1058.9	62.5	15.1	1	157.1	20.0	12.7	0.3
Milwaukee, WI	-	-	-	-	-	-	-	-	-	-
Lincoln Center (N.Y.)	-	-	-	-	-	1	na	666.9	na	11.3
Cincinnati, OH	3	8251.4 a	1393.3	16.9	27.2	-	-	-	-	-
Louisville, KY	na	na	na	na	na	na	na	na	na	na
Woodruff Center (Atlanta)	1	7765.0	1043.0	13.4	28.9	1	4225.0	704.0	16.7	19.5
Birmingham, AL	na	na	na	na	na	na	na	na	na	na
St. Louis, MO	-	-	-	-	-	-	-	-	-	-
Charlotte, NC	2	5395.0	551.0	10.2	23.8	2	3138.0	333.0	10.6	14.4
($1,000,000-$1,999,999)										
Seattle, WA	3	4989.2	226.2	4.5	12.3	1	872.8	36.0	4.1	2.0
New Orleans, LA	-	-	-	-	-	-	-	-	-	-
Memphis, TN	2	2113.0	333.0	15.8	19.0	-	-	-	-	-
Omaha, NE (a)	3	3436.2	419.9	12.2	24.3	-	-	-	-	-
Winston-Salem, NC	1	962.3	85.2	8.9	5.3	2	424.0	95.3	22.5	5.9
Hartford, CT	1	4898.7	195.0	4.0	13.2	-	-	-	-	-
Dayton, OH	-	-	-	-	-	-	-	na	na	na
Fort Worth, TX	-	-	-	-	-	-	-	-	-	-
Oklahoma City, OK	1	703.1	215.0	30.6	17.5	-	-	-	-	-
Chattanooga, TN	3	1626.4	457.0	28.1	38.7	-	-	-	-	-
St. Paul, MN	na	na	na	na	na	na	na	na	na	na
Fort Wayne, IN	1	860.0	130.3	15.2	11.6	-	-	-	-	-
Westchester, NY	6	2817.3	121.7	4.3	12.0	6	3728.5	132.5	3.6	13.1
($500,000-$999,999)										
Greensboro, NC	-	-	-	-	-	1	95.2	31.4	33.0	4.5
Cult'l Center (Canton, OH)	1	691.1	120.9	20.1	21.9	1	809.0	78.8	9.7	14.3
Norfolk, VA	6	4763.4	84.2	1.8	15.5	1	803.0	23.0	2.9	4.2
($250,000-$499,999)										
Baton Rouge, LA	na	na	na	na	na	na	na	na	na	na
Columbia, SC	na	na	na	na	na	na	na	na	na	na
Charleston, WV	1	729.4	215.0	29.5	45.0	-	-	-	-	-
Broome County, NY	1	1500.0	259.7	na	54.5	-	-	-	-	-
Raleigh, NC	-	-	-	-	0.0	1	411.0	34.0	8.3	7.2
Lexington, KY	1	319.5	60.0	18.8	15.0	1	230.3	86.7	37.6	21.7
Harrisburg, PA	2	-	35.0	-	9.2	4	-	33.0	-	8.7
Grand Rapids, MI	na	na	na	na	na	na	na	na	na	na
Natl Corp Fund/Dance	-	-	-	-	-	-	-	-	-	-
Houston, TX	na	na	na	na	na	na	na	na	na	na
Battle Creek, MI	-	-	-	-	-	1	345.3	37.3	10.8	11.7
Mobile, AL	-	-	-	-	-	-	-	-	-	-
Parkersburg, WV	-	-	-	-	-	1	176.1	51.8	29.4	18.2
Corp Theatre Fund, NY	na	na	na	na	na	na	na	na	na	na
Dutchess County, NY	na	na	na	na	na	na	na	na	na	na
Durham, NC	na	na	na	na	na	na	na	na	na	na
Catawba County, NC	3	-	109.9	-	41.2	-	-	-	-	-
($100,000-$249,000)										
The Depot (Duluth, MN)	2	381.5	48.2	12.6	19.6	-	-	29.0	-	11.8
High Point, NC	na	na	5a	na	na	na	na	na	na	na
Chautauqua Cnty, NY	na	na	na	na	na	na	na	na	na	na
Erie, PA	1	350.0	34.0	9.7	16.0	-	-	-	-	-
Wausau, WI	-	-	-	-	-	-	-	-	-	-
St. Joseph, MO	-	-	-	-	-	-	-	-	-	-
Columbus, IN	na	na	na	na	na	na	na	na	na	na
LaCrosse, WI	na	na	na	na	na	na	na	na	na	na
Reading Musical Fndn, PA	-	-	-	-	-	-	-	-	-	-
Manchester, NH	2	na	22.0	na	17.1	1	na	11.8	na	9.1
Asheville, NC	na	na	na	na	na	na	na	na	na	na
Jackson, TN	-	-	-	-	-	-	-	-	-	-
(up to $100,000)										
Rockland County, NY	1	278.3	10.7	3.8	11.4	1	419.5	22.0	5.2	23.4
Rapid City, SD	1	68.8	10.2	14.8	11.5	1	168.4	21.3	12.6	24.1
Lawton, OK	na	na	na	na	na	na	na	na	na	na
Lexington, NC	-	-	-	-	-	-	-	-	-	-
Albany, GA	na	na	na	na	na	na	na	na	na	na
Utica, NY	na	na	na	na	na	na	na	na	na	na
Rowan County, NC	-	-	-	-	-	1	133.0	18.7	14.1	42.5
TOTAL	50	54504.5	7239.3			28	16003.2	2447.8		
Average			301.6	12.5	19.5			122.4	14.7	15.0

(a) One museum, Contemporary Arts Center, did not participate in the 1990 allocation process. The figure here is from 1989/90.

EXHIBIT D-6: ALLOCATIONS TO ARTS COUNCILS AND FESTIVALS

United Arts Fund	Arts Councils					Festivals				
	No. Funded	Total Op. Bud.	Total Allocated	% of Op. Bud.	% UAF Funds	No. Funded	Total Op. Bud.	Total Allocated	% of Op. Bud.	% UAF Funds
($2,000,000+)										
Music Center (L.A.)	-	-	-	-	-	-	-	-	-	-
Orlando, FL	1	58.5	58.5	100.0	0.8	1	237.7	142.2	59.8	2.0
Milwaukee, WI	-	-	-	-	-	-	-	-	-	-
Lincoln Center (N.Y.)	-	-	-	-	-	-	-	-	-	-
Cincinnati, OH	-	-	-	-	-	-	-	-	-	-
Louisville, KY	na	na	na	na	na	na	na	na	na	na
Woodruff Center (Atlanta)	na	na	na	na	na	na	na	na	na	na
Birmingham, AL	na	na	na	na	na	na	na	na	na	na
St. Louis, MO	-	-	-	-	-	-	-	-	-	-
Charlotte, NC	-	-	-	-	-	-	-	-	-	-
($1,000,000-$1,999,999)										
Seattle, WA	-	-	-	-	-	-	-	-	-	-
New Orleans, LA	1	1200.0	310.0	25.8	17.6	-	-	-	-	-
Memphis, TN	-	-	-	-	-	-	-	-	-	-
Omaha, NE	2	573.3	101.6	17.7	5.9	-	-	-	-	-
Winston-Salem, NC	1	532.9	415.0	77.9	25.9	-	-	-	-	-
Hartford, CT	-	-	-	-	-	3	119.2	13.5	11.3	0.9
Dayton, OH	1	19.3	3.0	15.5	0.2	1	85.5	3.5	4.1	0.2
Fort Worth, TX	-	-	-	-	-	-	-	-	-	-
Oklahoma City, OK	1	1599.2	77.5	4.8	6.3	-	-	-	-	-
Chattanooga, TN	-	-	-	-	-	-	-	-	-	-
St. Paul, MN	na	na	na	na	na	na	na	na	na	na
Fort Wayne, IN	-	-	-	-	-	-	-	-	-	-
Westchester, NY	1	178.5	4.5	2.5	13.0	1	68.7	4.0	5.8	0.4
($500,000-$999,999)										
Greensboro, NC	1	815.6	225.5	27.6	32.6	1	1227.1	130.6	10.6	18.9
Cult'l Center (Canton, OH)	-	-	-	-	-	-	-	-	-	-
Norfolk, VA	-	-	-	-	-	-	-	-	-	-
($250,000-$499,999)										
Baton Rouge, LA	na	na	na	na	na	na	na	na	na	na
Columbia, SC	na	na	na	na	na	na	na	na	na	na
Charleston, WV	-	-	-	-	-	-	-	-	-	-
Broome County, NY	1	180.0	55.0	30.6	11.5	-	-	-	-	-
Raleigh, NC	1	na	30.0	na	6.4	1	174.5	34.0	19.5	7.2
Lexington, KY	-	-	-	-	-	-	-	-	-	-
Harrisburg, PA	1	-	10.0	-	2.6	-	-	-	-	-
Grand Rapids, MI	na	na	na	na	na	na	na	na	na	na
Natl Corp Fund/Dance	-	-	-	-	-	-	-	-	-	-
Houston, TX	na	na	na	na	na	na	na	na	na	na
Battle Creek, MI	-	-	-	-	-	-	-	-	-	-
Mobile, AL	-	-	-	-	-	1	38.5	3.5	9.1	1.2
Parkersburg, WV	-	-	-	-	-	-	-	-	-	-
Corp Theatre Fund, NY	na	na	na	na	na	na	na	na	na	na
Dutchess County, NY	na	na	na	na	na	na	na	na	na	na
Durham, NC	na	na	na	na	na	na	na	na	na	na
Catawba County, NC	1	-	53.6	-	20.1	-	-	-	-	-
($100,000-$249,000)										
The Depot (Duluth, MN)	-	-	-	-	-	-	-	-	-	-
High Point, NC	na	na	na	na	na	na	na	na	na	na
Chautauqua Cnty, NY	na	na	na	na	na	na	na	na	na	na
Erie, PA	1	125.0	40.0	32.0	18.9	1	60.0	7.0	11.7	3.3
Wausau, WI	-	-	-	-	-	-	-	-	-	-
St. Joseph, MO	1	83.9	31.0	36.9	20.4	-	-	-	-	-
Columbus, IN	na	na	na	na	na	na	na	na	na	na
LaCrosse, WI	na	na	na	na	na	na	na	na	na	na
Reading Musical Fndn, PA	-	-	-	-	-	-	-	-	-	-
Manchester, NH	-	-	na	na	na	-	-	na	na	na
Asheville, NC	na	na	na	na	na	na	na	na	na	na
Jackson, TN	1	na	0.5	na	0.5	-	-	-	-	-
($100,000)										
Rockland County, NY	-	-	-	-	-	-	-	-	-	-
Rapid City, SD	-	-	-	-	-	-	-	-	-	-
Lawton, OK	na	na	na	na	na	na	na	na	na	na
Lexington, NC	-	-	-	-	-	-	-	-	-	-
Albany, GA	na	na	na	na	na	na	na	na	na	na
Utica, NY	na	na	na	na	na	na	na	na	na	na
Rowan County, NC	1	56.3	15.9	28.2	36.1	-	-	-	-	-
TOTAL	16	5366.2	1415.7			10	2011.2	338.3		
Average			88.5	33.8	16.6			42.3	22.0	5.7

(na) Not available

EXHIBIT D-7: ALLOCATIONS TO MISC. VISUAL ARTS AND MISC. MUSIC GROUPS

United Arts Fund	Misc. Visual Arts					Misc. Music Groups				
	No. Funded	Total Op. Bud.	Total Allocated	% of Op. Bud.	% UAF Funds	No. Funded	Total Op. Bud.	Total Allocated	% of Op. Bud.	% UAF Funds
($2,000,000+)										
Music Center (L.A.)	-	-	-	-	-	1	843.8	400.0	47.4	2.6
Orlando, FL	3	852.0	80.0	9.4	1.1	-	-	-	-	-
Milwaukee, WI	-	-	-	-	-	2	391.7	110.2	28.1	1.9
Lincoln Center (N.Y.)	-	-	-	-	-	1	na	85.9	na	1.5
Cincinnati, OH	-	-	-	-	-	1	960.2	175.9	18.3	3.4
Louisville, KY	na	na	na	na	na	na	na	na	na	na
Woodruff Center (Atlanta)	-	-	-	-	-	-	-	-	-	-
Birmingham, AL	na	na	na	na	na	na	na	na	na	na
St. Louis, MO	-	-	-	-	-	-	-	-	-	-
Charlotte, NC	1	94.0	31.0	33.0	1.3	1	256.0	38.0	14.8	1.6
($1,000,000-$1,999,999)										
Seattle, WA	-	-	-	-	-	2	480.7	24.1	5.0	1.3
New Orleans, LA	-	-	-	-	-	-	-	-	-	-
Memphis, TN	-	-	-	-	-	-	-	-	-	-
Omaha, NE	1	453.3	6.8	1.5	0.4	7	241.4	23.5	9.7	1.4
Winston-Salem, NC	2	311.7	55.2	17.7	3.4	2	91.7	16.1	17.6	1.0
Hartford, CT	5	695.3	51.0	7.3	3.4	10	608.3	42.0	6.9	2.8
Dayton, OH	4	13.4	2.5	18.7	0.2	4	199.4	16.8	8.4	1.2
Fort Worth, TX	-	-	-	-	-	3	1670.0	206.0	12.3	14.8
Oklahoma City, OK	-	-	-	-	-	1	82.6	15.0	18.2	1.2
Chattanooga, TN	1	64.5	10.0	15.5	0.8	1	248.7	66.0	26.5	5.6
St. Paul, MN	na	na	na	na	na	na	na	na	na	na
Fort Wayne, IN	-	-	-	-	-	-	-	-	-	-
Westchester, NY	2	235.4	20.9	8.9	2.1	10	332.8	22.2	6.7	2.2
($500,000-$999,999)										
Greensboro, NC	2	323.7	80.9	25.0	11.7	-	-	-	-	-
Cult'l Center (Canton, OH)	-	-	-	-	-	-	-	-	-	-
Norfolk, VA	1	134.0	5.0	3.7	0.9	7	248.8	14.0	5.6	2.6
($250,000-$499,999)										
Baton Rouge, LA	na	na	na	na	na	na	na	na	na	na
Columbia, SC	-	-	-	-	-	-	-	-	-	-
Charleston, WV	-	-	-	-	-	4	201.5	23.0	11.4	4.8
Broome County, NY	-	-	-	-	-	1	na	13.2	na	2.8
Raleigh, NC	2	441.3	48.0	10.9	10.2	8	352.1	81.5	23.1	17.3
Lexington, KY	1	89.9	17.0	18.9	4.3	5	89.4	15.8	17.7	4.0
Harrisburg, PA	-	-	-	-	-	8	na	26.0	na	6.8
Grand Rapids, MI	1	80.0	6.6	8.3	1.8	2	280.0	18.0	6.4	4.9
Natl Corp Fund/Dance	-	-	-	-	-	-	-	-	-	-
Houston, TX	na	na	na	na	na	na	na	na	na	na
Battle Creek, MI	-	-	-	-	-	3	176.3	36.0	20.4	11.3
Mobile, AL	-	-	-	-	-	-	-	-	-	-
Parkersburg, WV	-	-	-	-	-	1	10.6	1.8	17.0	0.6
Corp Theatre Fund, NY	na	na	na	na	na	na	na	na	na	na
Dutchess County, NY	2	188.7	13.7	7.3	5.1	-	-	-	-	-
Durham, NC	2	73.5	15.5	21.1	5.8	2	73.5	15.5	21.1	5.8
Catawba County, NC	-	-	-	-	-	2	na	16.3	na	6.1
($100,000-$249,000)										
The Depot (Duluth, MN)	-	-	-	-	-	1	17.5	5.5	31.4	2.2
High Point, NC	na	na	na	na	na	na	na	na	na	na
Chautauqua Cnty, NY	na	na	na	na	na	na	na	na	na	na
Erie, PA	-	-	-	-	-	1	83.0	3.0	3.6	1.4
Wausau, WI	1	66.6	4.8	7.2	2.9	1	19.5	4.0	20.5	2.4
St. Joseph, MO	-	-	-	-	-	1	10.3	1.7	16.5	1.1
Columbus, IN	na	na	na	na	na	na	na	na	na	na
LaCrosse, WI	na	na	na	na	na	na	na	na	na	na
Reading Musical Fndn, PA	na	na	na	na	na	na	na	na	na	na
Manchester, NH	-	-	-	-	-	-	-	-	-	-
Asheville, NC	na	na	na	na	na	na	na	na	na	na
Jackson, TN	-	-	-	-	-	1	-	2.0	-	1.9
(up to $100,000)										
Rockland County, NY	-	-	-	-	-	1	151.9	8.3	5.5	8.8
Rapid City, SD	-	-	-	-	-	-	-	-	-	-
Lawton, OK	na	na	na	na	na	na	na	na	na	na
Lexington, NC	-	-	-	-	-	2	24.0	7.5	31.3	10.6
Albany, GA	na	na	na	na	na	na	na	na	na	na
Utica, NY	na	na	na	na	na	na	na	na	na	na
Rowan County, NC	-	-	-	-	-	-	-	-	-	-
TOTAL	31	4117.3	448.9			97	8145.7	1534.8		
Average			28.1	14.3	3.7			46.5	21.5	6.6

(na) Not available

EXHIBIT D-8: ALLOCATIONS TO MISC. CULTURAL GROUPS AND ARTS EDUCATION

	Misc. Cultural Groups					Arts Education				
United Arts Fund	No. Funded	Total Op. Bud.	Total Allocated	% of Op. Bud.	% UAF Funds	No. Funded	Total Op. Bud.	Total Allocated	% of Op. Bud.	% UAF Funds
($2,000,000+)										
Music Center (L.A.)	-	-	-	-	-	1	2097.8	600.0	28.6	3.9
Orlando, FL	-	-	-	-	-	-	-	-	-	-
Milwaukee, WI	-	-	-	-	-	-	-	-	-	0.0
Lincoln Center, NY	-	-	-	-	-	-	-	-	-	-
Cincinnati, OH	-	-	-	-	-	-	-	-	-	-
Louisville, KY	na	na	na	na	na	na	na	na	na	na
Woodruff Center (Atlanta)	na	na	na	na	na	na	na	na	na	na
Birmingham, AL	na	na	na	na	na	na	na	na	na	na
St. Louis, MO	-	-	-	-	-	3	3129.7	424.0	13.5	16.8
Charlotte, NC	-	-	-	-	-	1	448.0	97.0	21.7	4.2
($1,000,000-$1,999,999)										
Seattle, WA	-	-	-	-	-	-	-	-	-	-
New Orleans, LA	-	-	-	-	-	-	-	-	-	-
Memphis, TN	2	414.0	90.0	21.7	5.1	1	2646.0	75.0	2.8	4.3
Omaha, NE	1	5.8	3.0	51.7	0.2	4	83.9	13.9	16.6	0.8
Winston-Salem, NC	1	284.9	123.0	43.2	7.7	1	404.0	145.0	-	-
Hartford, CT	3	616.3	88.5	14.4	6.0	4	153.4	17.5	11.4	1.2
Dayton, OH	1	349.0	52.0	14.9	3.6	2	476.4	75.0	15.7	5.2
Fort Worth, TX	-	-	-	-	-	-	-	-	-	-
Oklahoma City, OK	-	-	-	-	-	-	-	-	-	-
Chattanooga, TN	1	170.0	68.0	40.0	5.8	-	-	-	-	-
St. Paul, MN	na	na	na	na	na	na	na	na	na	na
Fort Wayne, IN	2	487.0	76.4	15.7	6.8	-	-	-	-	-
Westchester, NY	2	289.3	5.6	1.9	0.6	2	2413.7	60.5	2.5	6.0
($500,000-$999,999)										
Greensboro, NC	-	-	-	-	-	1	203.1	33.7	16.6	4.9
Cult'l Center (Canton, OH)	-	-	-	-	-	-	-	-	-	-
Norfolk, VA	-	-	-	-	-	1	314.2	22.0	7.0	4.1
($250,000-$499,999)										
Baton Rouge, LA	na	na	na	na	na	na	na	na	na	na
Columbia, SC	na	na	na	na	na	na	na	na	na	na
Charleston, WV	-	-	-	-	-	-	-	-	-	-
Broome County, NY	-	-	-	-	-	1	116.0	8.6	7.4	1.8
Raleigh, NC	-	-	-	-	-	1	202.9	29.0	14.3	6.2
Lexington, KY	-	-	-	-	-	-	-	-	-	-
Harrisburg, PA	-	-	-	-	-	-	-	-	-	-
Grand Rapids, MI	na	na	na	na	na	na	na	na	na	na
Natl Corp Fund/Dance	-	-	-	-	-	-	-	-	-	-
Houston, TX	na	na	na	na	na	na	na	na	na	na
Battle Creek, MI	1	92.4	17.0	18.4	5.3	-	-	-	-	-
Mobile, AL	1	144.5	15.5	10.7	5.2	-	-	-	-	-
Parkersburg, WV	1	7.1	1.5	21.1	0.5	-	-	-	-	-
Corp Theatre Fund, NY	na	na	na	na	na	na	na	na	na	na
Dutchess County, NY	na	na	na	na	na	na	na	na	na	na
Durham, NC	na	na	na	na	na	na	na	na	na	na
Catawba County, NC	1	na	10.2	na	3.8	-	-	-	-	-
($100,000-$249,000)										
The Depot (Duluth, MN)	-	-	-	-	-	1	78.5	17.6	22.4	7.2
High Point, NC	na	na	na	na	na	na	na	na	na	na
Chautauqua Cnty, NY	na	na	na	na	na	na	na	na	na	na
Erie, PA	-	-	-	-	-	-	-	-	-	-
Wausau, WI	-	-	-	-	-	2	259.3	16.1	6.2	9.8
St. Joseph, MO	-	-	-	-	-	1	16.2	5.7	35.2	3.8
Columbus, IN	na	na	na	na	na	na	na	na	na	na
LaCrosse, WI	na	na	na	na	na	na	na	na	na	na
Reading Musical Fndn, PA	na	na	na	na	na	na	na	na	na	na
Manchester, NH	na	na	na	na	na	na	na	na	na	na
Asheville, NC	na	na	na	na	na	na	na	na	na	na
Jackson, TN	3	na	3.2	na	3.1	7	na	10.9	na	10.6
(up to $100,000)										
Rockland County, NY	-	-	-	-	-	-	-	-	-	-
Rapid City, SD	-	-	-	-	-	-	-	-	-	-
Lawton, OK	na	na	na	na	na	na	na	na	na	na
Lexington, NC	-	-	-	-	-	-	-	-	-	-
Albany, GA	na	na	na	na	na	na	na	na	na	na
Utica, NY	na	na	na	na	na	na	na	na	na	na
Rowan County, NC	-	-	-	-	-	-	-	-	-	-
TOTAL	20	2860.3	553.9			34	13043.1	1651.5		
Average			42.6	23.1	4.1			97.1	14.8	5.1

(na) Not available

EXHIBIT D-9: UAF CAMPAIGN AND ORGANIZATIONAL EXPENSES

	ANNUAL UAF CAMPAIGN						TOTAL ORGANIZATIONAL COSTS					
United Arts Fund	Personnel Expenses	Campaign Promotion	Other Direct	General Admin.	Other	Total	Personnel Expenses	Marketing/ Promotion	Programs/ Services	General Admin.	Other	Total
($2,000,000+)												
Music Center (L.A.)	950.4	185.3	270.4	139.3	-	1545.4	1680.8	185.2	977.9	386.2	-	3230.1
Orlando, FL	211.1	45.3	175.7	161.5	-	593.5	239.1	64.9	206.1	190.0	126.6	826.7
Milwaukee, WI	214.6	51.9	142.8	26.6	-	435.9	436.5	202.2	19.1	61.7	39.8	759.3
Lincoln Center (N.Y.)	na	na	na	na	na	na	na	na	na	na	na	na
Cincinnati, OH	271.6	50.5	44.8	58.7	7.3	432.9	446.8	50.5	-	125.6	63.4	686.3
Louisville, KY	na	na	na	na	na	na	na	na	na	na	na	na
Woodruff Center (Atlanta)	138.5	20.0	25.0	40.5	46.0	270.0	1900.0	3200.0	28500.0	600.0	700.0	34900.0
Birmingham, AL	70.0	10.0	5.0	11.0	5.0	101.0	70.0	10.0	5.0	11.0	5.0	101.0
St. Louis, MO	172.1	51.4	17.8	53.3	-	294.6	372.4	44.4	9.0	150.0	-	575.8
Charlotte, NC	126.0	53.0	10.0	21.0	-	210.0	370.0	75.0	215.0	138.0	-	798.0
($1,000,000-$1,999,999)												
Seattle, WA	119.8	21.5	3.7	3.8	-	148.8	206.1	10.2	40.5	18.6	12.4	287.8
New Orleans, LA	na	na	na	na	na	na	na	na	na	na	na	na
Memphis, TN	114.6	46.1	9.6	18.5	7.4	196.2	319.3	96.6	412.4	28.4	-	856.7
Omaha, NE	23.2	22.0	-	16.5	-	61.7	89.9	25.2	6.8	79.9	-	201.8
Winston-Salem, NC	92.1	18.0	21.2	15.5	-	146.8	464.9	42.0	53.9	91.7	301.0	953.5
Hartford, CT	155.7	22.6	20.5	17.8	-	216.6	291.1	-	111.9	69.1	27.0	499.1
Dayton, OH	132.0	86.8	30.0	4.0	-	252.8	256.9	120.8	48.1	61.0	37.4	524.2
Fort Worth, TX	121.0	12.5	6.0	8.5	-	148.0	510.0	200.0	100.0	255.0	95.0	1160.0
Oklahoma City, OK	17.1	34.5	-	1.7	-	53.3	136.8	34.5	-	40.6	-	211.9
Chattanooga, TN	90.8	17.9	-	44.3	-	153.0	137.5	32.1	4.6	67.1	-	241.3
St. Paul, MN	na	na	na	na	na	na	na	na	na	na	na	na
Fort Wayne, IN	82.9	62.0	11.8	21.5	-	178.2	270.0	145.0	52.7	-	170.4	638.1
Westchester, NY	71.3	5.0	2.1	3.0	-	81.4	480.6	42.8	297.1	283.4	740.0	1843.9
($500,000-$999,999)												
Greensboro, NC	36.5	30.9	5.5	-	-	72.9	269.5	51.3	410.1	49.3	35.4	815.6
Cult'l Center (Canton, OH)	92.0	8.9	2.4	6.5	2.7	112.5	215.2	46.0	81.5	87.3	379.0	809.0
Norfolk, VA	na	na	na	na	na	na	16.8	-	-	4.0	-	20.8
Houston, TX	na	na	na	na	na	na	na	na	na	na	na	na
($250,000-$499,999)												
Baton Rouge, LA	na	na	na	na	na	na	na	na	na	na	na	na
Columbia, SC	na	na	na	na	na	na	na	na	na	na	na	na
Charleston, WV	9.5	5.2	4.8	-	-	19.5	43.7	10.0	0.4	15.3	-	69.4
Broome County, NY	31.2	3.0	0.7	-	9.3	44.2	78.0	5.7	35.0	-	32.2	150.9
Raleigh, NC	26.0	41.0	2.0	4.2	-	73.2	160.0	51.0	127.0	83.0	-	421.0
Lexington, KY	63.4	7.7	-	1.1	-	72.2	150.0	7.7	38.5	36.7	62.4	295.3
Harrisburg, PA	65.0	9.0	3.5	11.1	-	88.6	-	-	-	-	-	-
Grand Rapids, MI	na	na	na	na	na	na	na	na	na	na	na	na
Natl Corp Fund/Dance	na	na	na	na	na	na	na	na	na	na	na	na
Battle Creek, MI	3.0	4.7	3.1	4.2	-	15.0	142.0	4.0	318.2	186.7	-	650.9
Mobile, AL	26.8	11.0	2.0	5.4	-	45.2	94.2	11.1	159.8	32.9	-	298.0
Parkersburg, WV	3.0	7.6	-	-	2.4	13.0	72.8	15.0	178.9	27.5	61.5	355.7
Corp Theatre Fund, NY	na	na	na	na	na	na	na	na	na	na	na	na
Dutchess County, NY	na	na	na	na	na	na	na	na	na	na	na	na
Durham, NC	na	na	na	na	na	na	na	na	na	na	na	na
Catawba County, NC	1.6	10.3	1.4	0.7	-	14.0	105.7	19.1	61.5	17.3	0.7	204.3
($100,000-$249,000)												
The Depot (Duluth, MN)	27.7	4.5	1.2	-	14.5	47.9	373.9	13.1	46.6	628.0	-	1061.6
High Point, NC	na	na	na	na	na	na	na	na	na	na	na	na
Chautauqua Cnty, NY	na	na	na	na	na	na	na	na	na	na	na	na
Erie, PA	20.0	5.5	2.0	na	na	27.5	na	na	na	na	na	125.0
Wausau, WI	12.5	3.5	3.5	1.3	0.5	21.3	180.3	34.3	247.5	68.2	62.3	592.6
St. Joseph, MO	15.4	2.3	1.2	4.5	1.4	24.8	42.9	18.3	11.2	6.8	3.1	82.3
Columbus, IN	na	na	na	na	na	na	na	na	na	na	na	na
Manchester, NH	na	na	na	na	na	na	na	na	na	na	na	na
Asheville, NC	na	na	na	na	na	na	na	na	na	na	na	na
Jackson, TN	-	2.7	-	-	-	2.7	56.2	6.9	222.2	32.5	41.9	359.7
(up to $100,000)												
Rockland County, NY	19.0	6.0	4.0	-	-	29.0	-	-	-	-	-	-
Rapid City, SD	7.8	7.7	1.0	2.3	-	18.8	-	-	-	-	-	-
Lawton, OK	na	na	na	na	na	na	na	na	na	na	na	na
Lexington, NC	5.0	0.0	0.3	1.0	8.2	14.5	24.7	1.5	54.8	17.1	8.6	106.7
Albany, GA	na	na	na	na	na	na	na	na	na	na	na	na
Utica, NY	na	na	na	na	na	na	na	na	na	na	na	na
Rowan County, NC	2.0	2.0	0.4	1.0	-	5.4	35.1	3.0	3.0	17.6	-	58.7
TOTAL	3642.2	989.8	835.4	710.3	104.7	6282.3	10739.7	4879.4	33056.3	3967.5	3005.1	55773.0
Average	58.0	15.8	13.3	11.3	1.7		19.3	8.7	59.3	7.1	5.4	

(na) Not available.

EXHIBIT E

UAF DIRECTORY

Alabama

Walter S. Sechriest, Jr.
Executive Director
Metropolitan Arts Council
One Commerce Center
2027 First Avenue North
Birmingham, AL 35203
(205) 251-1228
(205) 250-7669 fax

Jean Galloway
Executive Director
Mobile Arts Council, Inc.
451 Government Street
Mobile, AL 36602
(205) 432-9796

California

Esther Wachtell
President
The Music Center of
Los Angeles County
135 North Grand Avenue
Los Angeles, CA 90012
(213) 972-7570
(213) 687-4668 fax

Connecticut

Beverly A. Morgan-Welch
Executive Director
Greater Hartford Arts Council
Hartford Courant Arts Center
214 Farmington Avenue
Hartford, CT 06105
(203) 525-8629
(203) 278-5461 fax

Florida

Grace C. Lindblom
Interim President
United Arts of Central Florida
P.O. Box 536606
Orlando, FL 32853-6606
(407) 425-0277
(407) 425-9288 fax

Georgia

Carol H. Fullerton
Executive Director
Albany Area Arts Council
302 W. Broad Avenue
Albany, GA 31701
(912) 439-2787

Beauchamp Carr
Executive Vice President
Robert W. Woodruff Arts Center
1280 Peachtree Street, N.E.
Atlanta, GA 30309
(404) 898-1101
(404) 898-9281 fax

Indiana

Executive Director
Columbus Area Arts Council
302 Washington Street
Columbus, IN 47201
(812) 376-2535

Robert E. Bush, Jr.
President
Arts United of Greater
Fort Wayne
The Canal House
114 E. Superior Street
Ft. Wayne, IN 46802
(219) 424-0646
(219) 424-2783 fax

Kentucky

Allan Cowen
President
Greater Louisville Fund
for the Arts
623 West Main Street
Louisville, KY 40202
(502) 582-0100
(502) 582-0149 fax

Dee Peretz
Executive Director
Lexington Arts & Cultural Council
161 North Mill Street
Lexington, KY 40507
(606) 255-2951
(606) 255-2787 fax

Louisiana

Everett G. Powers
Executive Director
Arts Council of Greater
Baton Rouge
427 North Laurel Street
Baton Rouge, LA 70801
(504) 346-1111
(504) 344-7777 fax

New Orleans

Nancy F. Link
Associate Executive Director
Metropolitan Arts Fund
1615 Poydras
New Orleans, LA 70139
(504) 582-1615
(504) 582-4139 fax

Massachusetts

Susan Kaplan
Executive Director
Fund for the Arts in Newton
21 Foster Street
Newton, MA 02160
(617) 332-9110

Michigan

Robert Hankins
Executive Director
Battle Creek Community
United Arts Council
P.O. Box
Battle Creek, MI 49017
(616) 962-5752
(616) 962-7040 fax

Craig O. Thompson
Executive Director
Arts Council of Greater
Grand Rapids
205-B Waters Building
Grand Rapids, MI 49503
(616 459-2787

Minnesota

Catherine Jordan
President
United Arts
75 W. Fifth Street
St. Paul, MN 55102
(612) 292-3222

William K. Miller
Executive Director
St. Louis County
Heritage and Arts Center
506 West Michigan Street
Duluth, MN 55802
(218) 727-8025

Missouri

Mary Brock
Executive Director
Allied Arts Council of
St. Joseph
120 South 8th Street
St. Joseph, MO 64501
(816) 233-0231

Patricia E. Rich
President
Arts and Education Council
of Greater St. Louis
8630 Delmar Boulevard
St. Louis, MO 63124
(314) 567-6900
(314) 567-4394 fax

Nebraska

John G. Coe
Executive Director
United Arts Omaha
301 Harney Street
Omaha, NE 69102
(402) 346-5000
(402) 346-7050 fax

New Hampshire

Cathy Sununu
Executive Director
Federated Arts of Manchester
P.O. Box 36
66 Hanover Street
Manchester, NH 03105
(603) 668-6186
fax# not available

New York

John W. Ellis
Executive Director
Broome County Arts Council
69 Main Street
Binghamton, NY 13905
(607) 723-4620
(607) 724-2324 fax

Mr. Philip Morris
Executive Director
Fund for the Arts
in Chatauqua County
116 East Third Street
Jamestown, NY 14701
(716) 664-2465

Elizabeth B. Hopkins
Executive Director
Corporate Fund for Dance
250 West 57th Street
Suite 314
New York, NY 10107
(212) 582-0130
(212) 265-9122 fax

Mary Alice Sutherland
Director
Corporate Fund
Lincoln Center for the
Performing Arts
140 West 65th Street
New York, NY 10023
(212) 877-1800

Sandra Swan
President
National Corporate Theatre Fund
22 Cortlandt Street, Suite 1175
New York, NY 10007
(212) 393-6252

Sherre Wesley
Executive Director
Dutchess County Arts Council
39 Market Street
Poughkeepsie, NY 12601
(914) 454-3222
fax# not available

Holly Freedman
Executive Director
Arts Fund for Rockland
Arts Council of Rockland
22 South Madison Avenue
Spring Valley, NY 10977
(914) 426-3660
(914) 426-3203 fax

Alton Whitt
Executive Director
United Arts Fund of the
Mohawk Valley
Central NY Community Arts Council
261 Genesee Street
Utica, NY 13501
(315) 724-1113

Janet Langsam
Executive Director
Council for the Arts in
Westchester
709 Westchester Avenue
Suite 305
White Plains, NY 10604
(914) 428-4220
(914) 997-7623 fax

North Carolina

Linda Wilkerson
Executive Director
Community Arts Council
of Western NC
P.O. Box 507
Asheville, NC 28802
(704) 258-0710

Michael Marsicano
President
Arts and Science Council
of Charlotte/Mecklenburg
214 N. Church Street, suite 100
Charlotte, NC 28202
(704) 372-9667
(704) 372-8210 fax

E.G. Schreiber
Executive Director
Durham Arts Council
120 Morris Street
Durham, NC 27701
(919) 560-2787

Kathryn Greathouse
Executive Director
Catawba County Council
for the Arts
P.O. Box 1004
Hickory, NC 28603
(704) 324-4906

Christine Belcik-Griffith
Executive Director
High Point Arts Council
P.O. Box 5526
High Point, NC 27262
(919) 889-2787

Helen E. Snow
Executive Director
United Arts Council of
Greensboro
T-1, Suite 50
101 South Elm Street
Greensboro, NC 27401
(919) 379-1283

Janet N. Abbott
Executive Director
Arts Council for Davidson
County
P.O. Box 801
Lexington, NC 27293
(704) 249-7862

Henry Bowers
Executive Director
Capital Area Arts Foundation
201 E. Davie Street
Raleigh, NC 27601
(919) 839-1498

Diane Dillon
Executive Director
United Arts Council of
Rowan, Inc.
P.O. Box 4234
Salisbury, NC 28144
(704) 637-4313

David Hudson
President
The Arts Council
305 W. Fourth Street
Winston-Salem, NC 27101
(919) 722-2585

Ohio

Roderick J. Rubbo
Executive Director
Cultural Center for the Arts
1001 Market Avenue North
Canton, OH 44702
(216) 452-4096
(216) 452-4477 fax

Ervin R. Oberschmidt
Executive Director
Cincinnati Institute of
Fine Arts
2649 Erie Avenue
Cincinnati, OH 45208
(513) 871-2787
(513) 871-2706 fax

Richard C. McCauley
President
ARTSDAYTON
1595 Kettering Tower
Dayton, OH 45423
(513) 222-2787

Oklahoma

Beverly Brock
Director
Arts for All
P.O. Box 592
Lawton, OK 73502
(405) 248-5384

Patrick B. Alexander
Managing Director
Allied Arts Foundation
One Santa Fe Plaza
Oklahoma City, OK 73102
(405) 278-8930
(405) 278-8916 fax

Pennsylvania

Geraldine M. Lilley
President
Erie Area Fund for the Arts
307 French Street
Erie, PA 16507
(814) 452-3427

Holly M. Leggett
Executive Director
Allied Arts Fund
27 North Front Street
Harrisburg, PA 17108
(717) 233-1694
(717) 233-0339 fax

Kim-Andrea Thomas
Executive Director
Reading Musical Foundation
147 North Fifth Street
Reading, PA 19603
(215) 376-3395

South Carolina

Dorothy Ryall
Executive Director
Cultural Council of Richland
and Lexington Counties
1527 Senate Street
Columbia, SC 29201
(803) 799-3115

South Dakota

Angie Schafer
Executive Director
Allied Arts Fund Drive
713 Seventh Street
Rapid City, SD 57701
(605) 394-4102

Tennessee

Molly K. Sasse
Executive Director
Allied Arts of Greater
Chattanooga
20 Bluff View
Chattanooga, TN 37403
(615) 756-2787
(615) 756-2156 fax

Rebecca D. Craft
President
Jackson Arts Council
P.O. Box 7534
Jackson, TN 38308
(901) 423-2787

Barbara Feibelman
President
Memphis Arts Council
2714 Union Avenue Extd, Fl. 6
Memphis, TN 38112
(901) 452-2787
(901) 452-2833 fax

Texas

Kenneth Kahn
President
Arts Council of Fort Worth
and Tarrant County
One Tandy Center, Suite 150
Ft. Worth, TX 76107
(817) 870-2564
(817) 335-6508 fax

Ms. Barbara Kauffman
Executive Director
Business Artsfund
440 Louisiana #710
Houston, TX 77098
(713) 224-1581

Virginia

Patricia P. Rawls
Administrative Director
Business Consortium for
Arts Support
1410 Sovran Center
Norfolk, VA 23510
(804) 625-8163

Washington

Peter F. Donnelly
President
Corporate Council for
the Arts
P.O. Box 2925
730 Skinner Building
Seattle, WA 98111-2925
(206) 682-9270
(206) 447-0954 fax

West Virginia

Lisa Gasper
Executive Director
Fund for the Arts
106 Capitol Street
Charleston, WV 25301
(304) 345-0775
(304) 345-0776 fax

Robert Hill
Executive Director
ARTSBRIDGE, Inc.
502 Market Street
P.O. Box 1706
Parkersburg, WV 26102-1706
(304) 428-3988

Wisconsin

Susan G. Dragisic
Executive Director
United Performing Arts Fund
929 North Water Street
Milwaukee, WI 53202
(414) 273-8723
(414) 273-5480 fax

Mr. Brad Faughn
Executive Director
Performing Arts Foundation
407 Scott Street
P.O. Box 783
Wausau, WI 54401
(715) 842-0988
(715) 842-8363 fax